Board of Trade Journal

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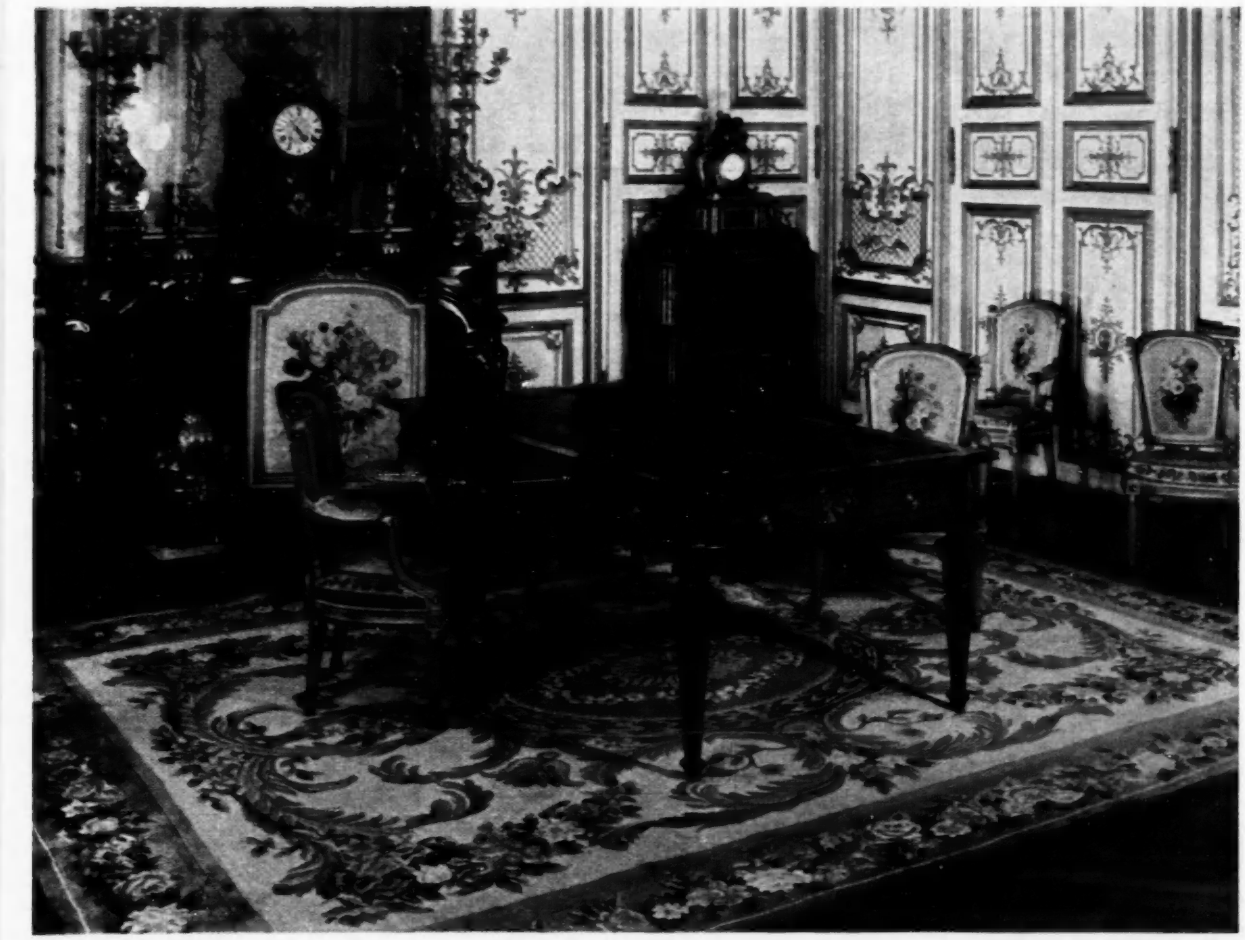

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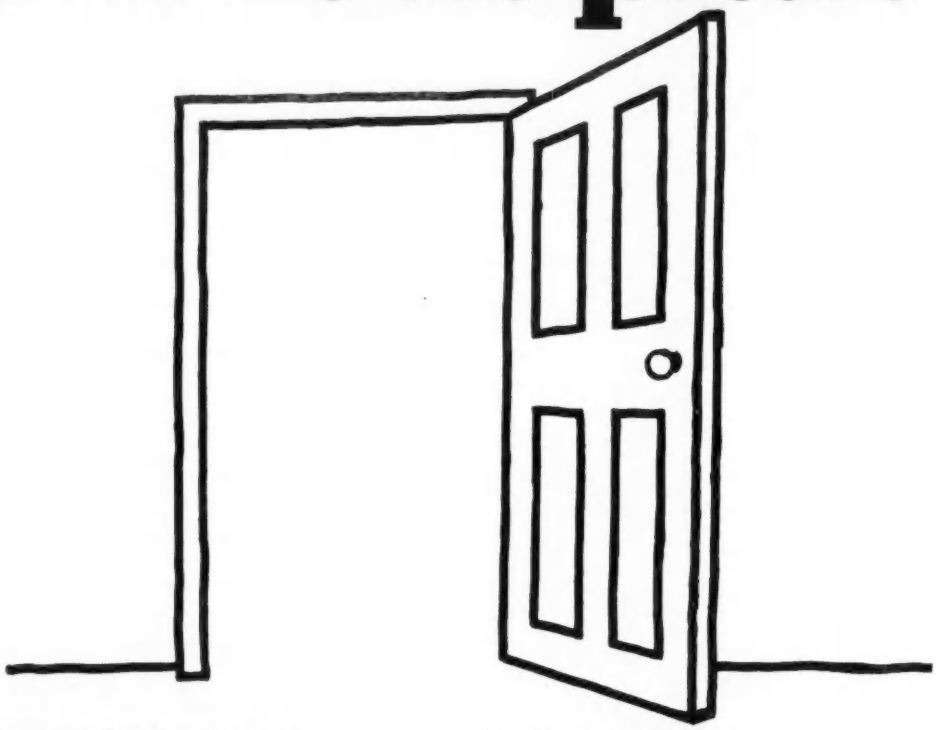

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Front cover photograph

Fontainebleau has been specially produced for the French market by Gilt Edge Carpets Ltd. in co-operation with their French distributors, C. N. A. Tapis of Paris. The Fontainebleau collection of squares and rugs are all based on authentic French period designs and in order that Gilt Edge Carpets Ltd. can faithfully reproduce the delicate shades required for these designs a special white pure wool yarn is used in this quality. This also gives extra warmth and luxury. Gilt Edge claim that the success of the Fontainebleau range, and allied products, has made them the largest British exporter of carpets to France, accounting for well over 50 per cent of all French imports of British machine made carpets.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	22 Oct. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
Bankruptcy orders (Q)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 Oct. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	19 Nov. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	5 Nov. 1969
Income and finance (Q)	3 Sept. 1969
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	26 Nov. 1969
Computers:	
UK computer market (Q)	22 Oct. 1969
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Hairdressing trades turnover (M)	19 Nov. 1969
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UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	19 Nov. 1969

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Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

SUBSCRIPTIONS.

ADVERTISEMENTS

REPRINTS.

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The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

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LATE ANNOUNCEMENTS

Changes in Programme of Trade Promotions

THE FOLLOWING ADDITIONAL amendments should be made to the Changes in the Programme of Trade Promotions published on page 1530 of this issue.

(b) SPECIALIZED

New York Display of Men's Wear. Dates should read January 23 to 30

TRADE FAIRS AND EXHIBITIONS IN EUROPE

Milan International Automation Fair should read "Instrumentation and Automation Fair".

Prague International Exhibition of House Heating. Address of Rapid Advertising Agency should read "Ulice 28."

Under Additions 1970

Insert—Delete 1971

MILAN: International Exhibition and Congress of Paper and Printing (GEC)—October,

LOOKING FOR EXPERIENCED EXPORT STAFF?

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A considerable number of export executives use the Register's service: about half of these are in employment but wish to improve their position.

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The Institute of Export, Export House, 14 Hallam St., London, W1. Tel: 01-636 6761

Institute of Marketing, Marketing House, Richbell Place, Lamb's Conduit St., London, WC1. Tel: 01-405 2651

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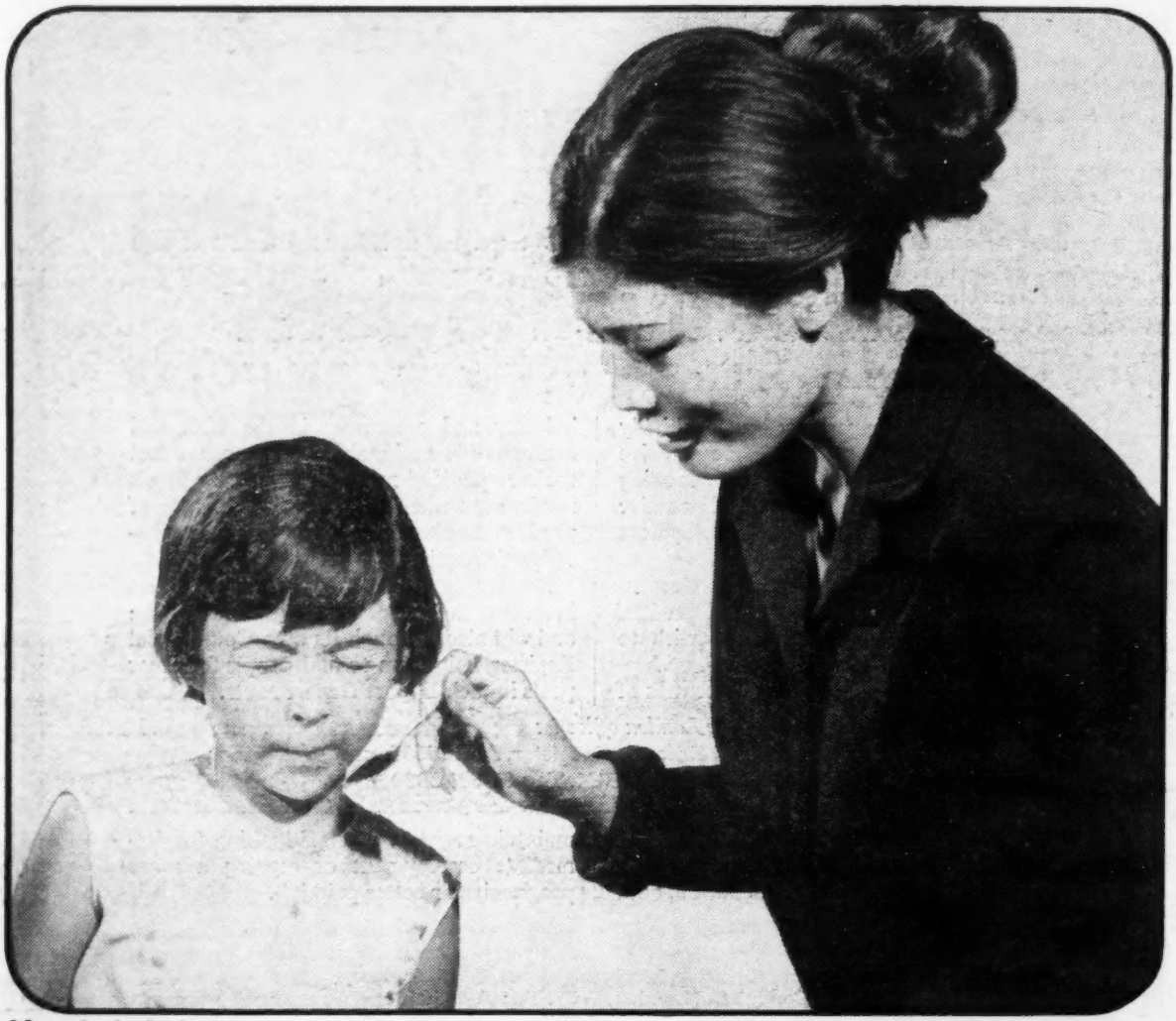
at the Board of Trade

Call us at HQ London: 01-248 9633 Telex 886143

Or call your nearest Board of Trade Regional Office



U g h h h!

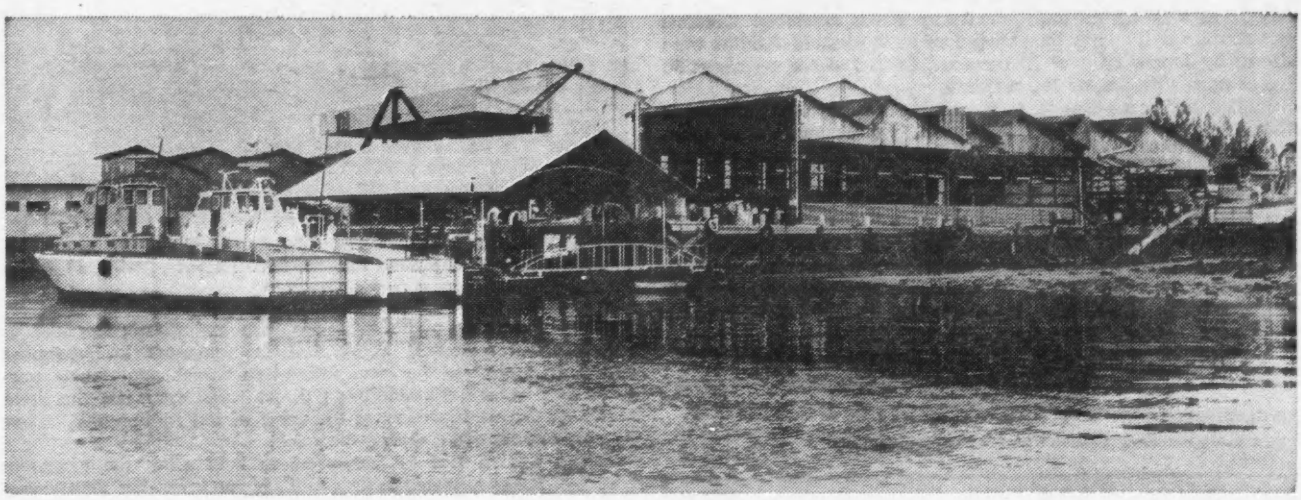
We have to admit that not all medicines taste nice, but they are essential to the health and the growth of the people, who uphold the economy of Singapore and Malaysia. That's why we launched into pharmaceuticals some time back. Today, our competent team of representatives are backed up by air-conditioned storage facilities, a fleet of vehicles, and a soundly established distribution network throughout the region.

It's all part of the Group's policy of diversification. Where there is a demand there is a market, and in the market a place for Cold Storage. Since 1903, when Cold Storage was just cold storage, the Group has grown and spread into such diverse fields as detergents, adhesives, pharmaceuticals, ice cream, bakeries, supermarkets and dairy farming. The list continues to grow and widen. If you are interested in professional marketing in Singapore and Malaysia for your food, pharmaceuticals and allied products write:

The Cold Storage Group of Companies, Empire Dock, Singapore. Cables: Storage.

Singapore meets challenge of 'Seventies

By G. F. Finlayson, Counsellor (Commercial), British High Commission, Singapore



A view of the Vosper Thornycroft Uniteers Ltd. shipyard at Tanjong Rhu, Singapore. The company, a subsidiary of the British Vosper Thornycroft Group, specializes in the design and construction of small naval ships, police and customs patrol craft, and special-purpose commercial vessels.

SIR STAMFORD RAFFLES once described Singapore as the most important station in the east and 'in terms of commercial interest of much higher value than whole continents'. This must have sounded a sweeping statement at the time, but looking at the Republic of Singapore today – 150 years later – much has happened and is still happening to justify Raffles' faith.

Although the smallest territory in South East Asia, modern Singapore has one of the highest annual per capita incomes (S$1992), second only in the area to that of Japan. And, her port is the fourth busiest in the world in terms of gross tonnage handled. This bustling and throbbing city state is enjoying an economic boom. But the transition from Crown Colony, with an economy dependent only a few years ago mainly on entrepot trade and the British Forces into an independent state, is obviously not without problems. New sources of economic growth have to be tapped. New jobs have to be found. Singapore's own defence services have to be built up.

Now, after only four years of independence, and with two years still to go before the completion of the British military withdrawal, many of these problems are being overcome. Most of the credit for this must go to the purposeful and enlightened leadership of the Singapore government, and their success in creating conditions of stability and mobilizing the labour resources of the Republic, which has attracted capital from other territories in the area, and the active participation of industrialists from Japan, Europe, and North America. During the last 12 months, Singapore's gross expenditure rose by 13 per cent to S$3,960 million.

The Republic's foreign trade in the same period rose by 17 per cent to S$9,175 million. Official statistics do not include trade with Indonesia, but according to local estimates this would probably add another S$1,000 million which, it is claimed, would put Singapore's trade fifth in Asia and sixth amongst the countries of Asia, Africa, and Latin America. During the same 12 months manufacturing industries raised their output by 25 per cent to a new peak of S$2,400 million, of which products to the value of S$570 million were exported.

Historically, the island of Singapore, virtually devoid of natural resources, has developed as a trading centre – a regional distribution and sales centre for raw materials (some of which receive limited local processing), and for finished products from other nations. This entrepot trade, which according to statistics represented about 86 per cent of Singapore's exports in 1967, is likely to continue at a high level for some time to come.

It should be further stimulated by the recently established Free Trade Zones where merchants can store, break down, and re-pack, imported goods for re-export without payment of customs duties, thus reducing operating and handling costs and customs formalities to a minimum. Parallel with development of the entrepot trade, Singapore has embarked on a programme of rapid industrialization, designed to broaden the base of the economy and provide increased employment.

But, with a limited domestic market of approximately only 2 million people, expansion of the industrial sector can only come by exports to both regional and world markets if Singapore is to maintain and develop its position. Although official policy has so far been to encourage the establishment of labour-intensive light industries, the long-term aim will be to concentrate on science-based technologically-orientated industries, and to establish Singapore as a regional centre for relatively sophisticated production lines.

Considerable progress has already been achieved. Two hundred and eighty-four new companies, benefiting from the Government's Pioneer Status Scheme, which confers special tax reliefs and other incentives, have been established and their exports in the last 12 months rose by 25 per cent to S$390 million. Since 1960, new manufacturing industries have been introduced covering a wide range of products including iron and steel, textiles, wood products,

(*Continued on next page*)

SINGAPORE, *continued*

micro-electronics, detergents, confectionery, pharmaceutical products, petroleum products, sanitary-ware, domestic electric appliances, plastic articles, transport equipment, etc.

Foreign trade

This industrial development is reflected in the import pattern. Singapore's imports of engineering products increased from S$659 million in 1967, to S$878 million in 1968, and are currently running at an annual rate of about S$1,000 million. Imports of many consumer and durable consumer goods fell during the same period largely as a result of local manufacture and assembly. Greatest growth rate of imports into Singapore in the last 12 months were shown by Japan, up over 25 per cent; United States, up about 30 per cent; and France, up 200 per cent.

United Kingdom exports to Singapore are currently running at the rate of about S$400 million per annum. From 1967 to 1968, the United Kingdom share of the total import market declined from 7.8 per cent to 7.3 per cent, but the United Kingdom share of the market for engineering products, which fell from 20.8 per cent (S$138 million) in 1967 to 18 per cent (S$159 million) in 1968, has maintained itself at the same level. The United Kingdom is showing strength in transport equipment, chemicals, pharmaceuticals, power generating equipment, textiles, industrial machinery, including wood and metal-working machines, and office machinery.

A recent major success of British industry was scored by ICL, with orders in the month of September for data processing equipment to the value of S$2½ million. The enthusiastic response to the British Engineering Week held in Singapore in September served to underline the local interest in British engineering products and techniques. Although direct sales were not the main object of the event, orders to the value of S$1 million were taken by participating firms during the week.

This is British Petroleum's Pasir Panjang refinery, for which expansion plans costing S$10 million, have recently been announced.

British Special Aid to Singapore, to help offset the economic effects of the accelerated British military rundown, has also helped to open up new markets for British products. £50 million has been offered in the form of soft loans and grants for the supply of British goods and services.

SINGAPORE FOREIGN TRADE

(Statistics quoted below are taken from Singapore official sources):

S$ million

	1966	1967	1968	Jan.–June 1969	% change from Jan.–June 1968
Total foreign trade†	7,440	7,897	8,975	5,055	*17·1*
Total exports†	3,374	3,491	3,891	2,218	*21·5*
Total imports†	4,066	4,406	5,084	2,837	*13·9*
Imports from Malaysia	944 (*23·2%*)	840 (*19·1%*)	810 (*16·0%*)	464 (*16·4%*)	*19·9*
Exports to Malaysia	908 (*26·9%*)	825 (*23·3%*)	756 (*19·4%*)	365 (*16·5%*)	
Imports from Indonesia Exports to Indonesia	Figures not available				
Imports from Japan	464 (*11·4%*)	548 (*12·4%*)	692 (*13·6%*)	423 (*14·9%*)	*40*
Exports to Japan	161 (*4·8%*)	244 (*7·0%*)	274 (*7·0%*)	140 (*6·3%*)	*21·8*
Imports from United States	211 (*5·1%*)	248 (*5·6%*)	348 (*6·8%*)	211 (*7·4%*)	*25*
Exports to United States	123 (*3·6%*)	156 (*4·5%*)	330 (*8·5%*)	225 (*10·1%*)	*52*
Imports from United Kingdom	408 (*10·0%*)	355 (*8·1%*)	396 (*7·8%*)	206 (*7·3%*)	*–3·7*
Exports to United Kingdom	185 (*5·5%*)	212 (*6·1%*)	246 (*6·3%*)	123 (*5·5%*)	*– 7*

Source: Singapore Department of Statistics.

The United States overtook the United Kingdom as Singapore's fourth largest trading partner in 1968.

†Excluding trade with Indonesia.

SINGAPORE

Key Indicators

Area	225 square miles
Population	2 million
Currency	Singapore dollars 7·35 = £1

	1967	*1968*
Gross domestic expenditure	S$3,785·5 million	S$4,199·0 million
Government consumption expenditure	S$ 386·3 million	S$ 430·0 million
Private consumption expenditure	S$2,882·9 million	S$3,057·0 million
Gross domestic investment	S$ 518·3 million	S$ 711·0 million

Communications and financial infrastructure

Singapore stands at the cross-roads of international trade routes and the Port of Singapore, which is constantly improving and extending its facilities, is at present constructing the first container wharf terminal in the region. Taylor Woodrow, in conjunction with the Dillingham Corporation, won the construction contract for this £11 million project. Singapore airport is also being extended to cater for jumbo-jet services. Already a major centre for commercial banking and insurance activity, Singapore is now promoting the creation of a regional and financial investment market. Singapore funds and expertize are being directed towards joint ventures in Indonesia following an officially sponsored Singapore Investment Mission to Indonesia earlier this year.

Currency: Singapore has a strong currency which is freely transferable within the sterling area.

Future growth industries

The following are some of the major growth industries:

Ship-building and ship-repairing: At present, there are at least 30 shipyards in Singapore, employing 10,000 people. Earnings of the industry last year were over S$100 million, and this year are expected to be close on S$200 million. By the early 'seventies, it is expected that Singapore will be able to build ocean-going vessels of up to 15,000 tons in addition to the present range, which includes tugs, pleasure-craft, trawlers and patrol boats. Vosper Thornycroft shipyard (subsidiary of the United Kingdom firm) have orders on hand to the value of S$19 million.

Indications are that Singapore will be the only port between Europe and Japan to possess dry-dock facilities for ships up to 400,000 dead-weight-capacity. The 400,000-ton capacity dock is at present being constructed at Sembawang shipyard, the famous Royal Navy dockyard which is being converted to commercial use by the Singapore government. Swan Hunter International are acting as managing agents. £3 million of British Special Aid has been allocated to help meet the cost of this project.

Oil drilling: Singapore is fast becoming the operational base in South East Asia for the major international companies engaged in off-shore oil drilling in Indonesia, Malaysia, and Thailand. Their demands for equipment, including work-boats, tugs, construction equipment, drilling rigs, etc. are estimated to result in orders worth millions of dollars.

Metal working: Plans are afoot to manufacture cranes, dredges, forklift trucks, automobile parts, and mining equipment, as well as machine tools, typewriters, watches, cameras, mechanical and optical instruments, and drawing instruments.

Electronics: Already five major international firms are establishing manufacturing operations for semi-conductors. Production of these firms is primarily for the United States market, but it is planned to develop supply bases for the West Pacific and South East Asian markets.

Printing and publishing: Efforts are being made to establish Singapore as a major printing centre. In the last few years this has grown to a S$70 million industry, and Singapore aims to capture a share of the world printing market. McGraw-Hill, in partnership with a local firm, have established a major printing and publishing operation in Singapore. Other United States publishers are considering making Singapore their base for printing and distribution. The demand for printing machines has increased by 25 per cent in the last few years. Formerly the major supplier, the United Kingdom has now been overtaken by the Federal Republic of Germany and Japan. Czechoslovakia is also making effective inroads.

Iron and steel: An integration of the steel industry with blast furnace and plate mills producing a wide range of steel products is envisaged.

Aerospace engineering: Companies have been formed to establish Singapore as an aircraft repairing and maintenance centre. It is envisaged that this should lead to local manufacture of parts and components and electronic devices, air cargo containers, field control equipment, and related products. Light aircraft assembly is also contemplated.

Chemicals: Continued growth of the petroleum refining industry and the development of petro-chemical and allied industries is foreseen.

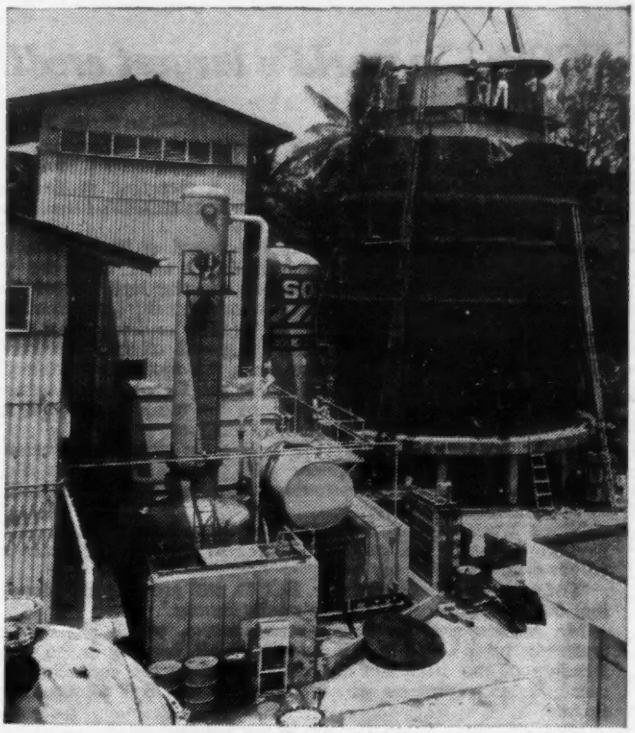
Tropical produce processing: Continued growth of essential oils, and vegetable oils, and related industries, is anticipated.

Hotels and tourism: About 20 new hotels are under construction, or being planned, increasing accommodation from 2,000 to about 12,000 bedrooms. This has created a large demand for hotel equipment and furnishings.

Where are the British?

With all this industrial activity and planning we are often asked why are the British not doing more, why are they not taking advantage of their experience and knowledge of this area, and the special facilities and encouragement which Singapore offer? Part of the answer to this question is, of course, that British industry is already heavily committed in the area, and has been for so long that it is now part of the landscape.

New firms from Japan and other countries of Western Europe and North America are much more conspicuous. There are, in fact, some 40 manufacturing operations in Singapore in which the United Kingdom has a substantial interest. The Singapore Oxygen Company, a subsidiary of the British Oxygen Group, for instance, recently extended their plant in Singapore to make it the largest industrial gas complex in South East Asia. Shell are currnently engaged on a S$21 million extension of their Singapore refinery. BP recently announced a S$10 million expansion of their refinery here. ICI are also extending their paint-making facilities. Other British investment projects are under active consideration. The great British trading houses, whose initiative and enterprise stimulated so much of the commercial growth of the area, are now themselves involved in local manufacturing and keen to expand their interests in this field. But the dedicated and very professional officers of the Economic Development Board still say there is scope for many more companies, particularly firms with know-how or special skills which they are prepared to inject into a local operation designed to serve new, or to expand existing, markets In many cases, no major capital investment is required. There are no lack of



Erection of a large liquid oxygen storage tank at the Bukit Timah works of the Singapore Oxygen Group. This site is the largest industrial gas producing complex in South East Asia.

partners for worthwhile projects. Valuable opportunities for the sale of machinery and equipment can develop. But this requires imaginative and aggressive selling, and having the right products available at the right time, and the right place.

If a major American heavy mechanical equipment manufacturer think it worthwhile setting up a 15-acre parts base in Singapore (holding 72,000 items) to service the region, we are also asked why major British companies with a stake in this area, and a serious interest in developing it, do not do likewise.

The Singapore Prime Minister, Mr. Lee Kuan Yew, said recently 'Singapore has been, and will remain, more than a place on the map . . . our contribution to world trading, shipping, and servicing, will continue to grow and expand, whilst we add an ever bigger industrial sector to our economic base". In the same spirit of optimism shown by Raffles 150 years ago, Singapore is looking forward to her future. British industry, and British investors, played a major and mutually profitable part in her development in the past. There are still opportunities for them to do so today.

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ECGD: the world's largest credit insurer

—The Prime Minister

THE GROWTH of the Export Credits Guarantee Department to become the world's largest credit insurer was emphasized by Mr. Harold Wilson, the Prime Minister, at a reception at Lancaster House, London, on November 27 to celebrate ECGD's fiftieth anniversary.

As one of the 23 Presidents of the Board of Trade, who had had Ministerial responsibility for ECGD's work over the past 50 years, the Prime Minister recalled that he had piloted three Export Guarantees Bills through Parliament, raising the total permitted liabilities from £200 million to £600 million. Even within that period of less than four years, the growth of the Department's post-war activities could be seen from the fact that in the year before he went to the Board of Trade the Department's turnover was £87 million and at the close of his term of office it had reached an annual turnover of £337 million.

'In the last full financial year before the present Government took office,' the Prime Minister said, "the turnover was £1,161 million and has more than doubled to a figure of £2,429 million in the last financial year.

'When I was piloting the second of those Bills through, ECGD insured some 11 per cent of all British exports; 10 years ago 16 per cent; today 34 per cent.

'Today at its fiftieth birthday, ECGD, still growing, still developing, is now the world's largest credit insurer.'

Mr. Wilson said he believed its success, which should be a matter of pride to all in this country — all, because in the second Reading of the 1949 Bill he had referred to the contribution of successive Governments of all parties — was due to three main factors.

First, the sense of enterprise and the flair for carefully calculated risk-taking which had emanated from the Department over so many years; it had been ever ready to adapt itself to changing circumstances, to take on new challenges.

The Prime Minister recalled announcing 20 years ago the new and indeed daring facilities for dollar markets which were worked out by H. Somerville Smith, his successors, and the present Secretary, Sir Anthony Percival, had shown the same spirit in every developing opportunity for British exports.'

The second reason for its success was that while ready to venture into new methods of credit guarantees, it had remained throughout cautious, canny, prudent, whatever the pressures, in not getting involved in what in February 1949 he had described in the House as 'unduly hazardous or quite crazy risks.'

The third reason had been the highly dedicated work of industrialists, merchants and bankers who had served over the years, first on its advisory committee and now on its advisory council which now sat under Mr. Frederick Seebohm's chairmanship.

The Prime Minister went on to say:

'I am reminded that I said 20 years ago "it has been a highly successful organ of public enterprise in a field where private enterprise did not tread and I think would not have trodden, in providing a valuable service at very low rates, and with a small balance of profit for the benefit of the taxpayer". But more than that it has been a true partnership between public and private enterprise reflecting the best virtues of both.

'In a sentence it has been a characteristic British institution – not least in that it was set up for a limited period of three years. But it is characteristic, too, as a successful example of the partnership between British public enterprise and British private enterprise, and it is that which explains its undeniable success.'

Mr. Roy Mason, President of the Board of Trade, and Lord Brown, Minister of State, received the guests who were drawn from a wide range of exporting, industrial and financial interests.

Statistics showing ECGD business in the third quarter are published on page 1524.

ECGD backs two contracts for Newfoundland linerboard mill

THE EXPORTS CREDITS Guarantee Department signed Financial Guarantees on November 21 covering two loans for the supply of linerboard machinery, and construction of a 1,000 ton a day integrated linerboard mill at Stephenville, Newfoundland.

Two contracts, totalling approximately £23.2 million, will be financed by the loans. The first contract, for civil engineering and construction work and valued at approximately £9.2 million, is between Sir Robert McAlpine & Sons Limited with their associate McAlpine of Newfoundland Limited and the Newfoundland and Labrador Corporation. The second contract, for the supply of linerboard machinery worth approximately £14.03 million, is between Walmsley (Bury) Limited and Melville Pulp and Paper Limited of St. John's, Newfoundland. Melville Pulp and Paper Limited and Newfoundland and Labrador Corporation Limited are subsidiaries of Canadian Javelin Limited. The mill is due to be commissioned in the summer of 1972 and will be supplied with timber from Goose Bay, Labrador, harvesting having already started.

The two loan agreements also signed on November 21 by Lazard Bros. & Co. Ltd., acting on behalf of a syndicate of banks comprising Barclays Bank Ltd., Clydesdale Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., District Bank Ltd., National Provincial Bank Ltd., Westminster Bank Ltd., Williams Deacon's Bank Ltd. and the Royal Bank of Scotland, with the two buyers, Newfoundland and Labrador Corporation and Melville Pulp and Paper Limited, provide for loans of £5.08 million and £10.736 million respectively. The loans are repayable over a period of 10 years from the date of commissioning and in the case of the local cost expenditures, of approximately £2.37 million, over a period of five years from date of commissioning. The loans are guaranteed by the Government of Newfoundland, whose Premier, Joseph R. Smallwood, was present at the signing.

Liberalization of imports from East Germany

AS FROM January 1, 1970, quantitative restrictions will be removed from a wide range of goods imported from East Germany. The goods are the same as those which have been freed from restriction at different times since 1964 when imported from the Soviet Union and other countries in East Europe. They include machinery, chemicals, photographic apparatus and unexposed film, motor vehicles, leather goods, domestic woodware including furniture, plastic toys, musical instruments, carpets, books and periodicals, kainit and paraffin wax.

Mr. Roy Mason, President of the Board of Trade, told Parliament of this change on November 28, in reply to a question about the negotiations between the Confederation of British Industry and the East German Chamber of Foreign Trade. Mr. Mason said:

'Negotiations have today been concluded for a Trade Agreement between the CBI and the KFA covering trade in the period 1970-72. I welcome this development and the indications that have been given that the conclusion of such an Agreement should lead to the expansion of our trade with East Germany.

'In view of the improved prospects for our exports to East Germany in 1970 and in accordance with the statement made by my predecessor on April 2 last in reply to the Question by my Hon Friend the member for Stoke-on-Trent, South, I have decided to extend to imports from East Germany, with effect from January 1, next, the liberalization measures which already apply to imports from the Soviet Union and other East European countries.'

Reason for liberalization

When announcing on April 2, 1969, the extension of liberalization to certain imported goods from the Soviet Union and Rumania, the then President of the Board of Trade said that these arrangements would be extended to imports from East Germany when he was satisfied with the current and future level of our exports to this territory. Imports from East Germany were not at

Dr. Manuel Perez-Guerrero (left), Secretary-General of the United Nations Conference on Trade and Development is pictured with Mr. Roy Mason, President of the Board of Trade. Dr. Perez-Guerrero was in London at the invitation of HM Government for talks with trade officials.

that time included in the relaxations because of the continued decline in British exports (which fell from £15.9 million in 1966 to £13.6 million in 1967 and £11.7 million in 1968), and the very large adverse balance of trade against the United Kingdom.

In the first 10 months of 1969 exports to East Germany were about 8 per cent higher than in the corresponding period of 1968. Taking into account orders already placed, exports in 1970 should substantially exceed the previous record of £15.9 million established in 1966. The conditions referred to in Mr. Crosland's statement have, therefore, now been met.

Extent of liberalization

At present a little over 60 per cent of imports from East Germany are admitted free of quantitative restrictions. When liberalization becomes effective, this figure will rise to about 95 per cent, and on the 1968 pattern of imports only about 5 per cent of imports will remain on quota.

Safeguards for British producers

In informing the Confederation of British Industry of the President's decision, the Board of Trade have drawn attention to Mr. Crosland's statement of April 2 that liberalization is not conditional on prior assurances on pricing policy, non-discrimination and purchases of United Kingdom goods, but that HM Government continues to attach importance to these matters and expects satisfactory policies to be followed, and that the Board of Trade remain free to revert to quantitative control if they consider it necessary.

In addition the Board of Trade already have powers, under the Customs Duties (Dumping and Subsidies) Acts. This legislation was amended last year, by the Customs Duties (Dumping and Subsidies) Amendment Act 1968, to make it easier to take action in appropriate cases against dumped or subsidized imports from state trading countries.

Long-term trade agreement

In the light of the President's statement the Board of Trade have informed the CBI of their approval of the proposed Trade Agreement 1970-72 between the CBI and the KFA, and of the quotas negotiated for trade in 1970.

Trade figures

Trade in recent years has been as follows:

£ million

	1965	1966	1967	1968	January-October 1968	January-October 1969 (provisional)
UK imports (c.i.f.)	12·1	13·5	12·1	17·6	15·5	11·9
UK exports (f.o.b.)	8·1	15·9	13·6	11·7	8·9	9·7

Further details

Full information on the items to be freed from quantitative restrictions, on the procedure for applying for Open Individual Licences, and on quotas for 1970 will be given in a Notice to Importers which will be published as soon as possible.

Mr. Roy Mason visits West Riding firms

MR. ROY MASON, President of the Board of Trade, visited British Ropes Ltd., Doncaster, and Metalliform Ltd., Hoyland Nether, on November 28. The visits are part of a series which Mr. Mason is making to firms throughout the country to learn at first hand something about their export success and problems.

The President visited the Carr Hill Works of British Ropes and after discussions with management and trade union representatives toured the factory and met people on the shop floor before going to the firm's administrative headquarters at Warmsworth Hall.

Later Mr. Mason visited Hoyland Nether to open the new factory of Metalliform Ltd., manufacturers of tubular furniture.

'I am very pleased to be visiting firms in the West Riding as President of the Board of Trade,' said Mr. Mason during his visit. 'The West Riding is, of course, well known to me and I am particularly conscious of the effort being made in this region to further our export trade.'

The President continued: 'I am making frequent visits to firms throughout the country to discuss exports and the problems exporters may have, and this is the third visit so far. I am especially pleased to come to British Ropes, probably the world's largest manufacturer of wire and fibre rope, whose direct exports last year came to nearly £8 million. Overseas sales of the Group (including sales of overseas subsidiaries) totalled over £21 million. In 1968 the Fibre and Plastics Division won the Queen's Award for technological innovation for their work in the commercial development of ropes, cords and twine and the Steel Division, which includes this Doncaster plant, won the Queen's Award this year for its exports of wire and ropes which increased by some 34 per cent between 1966 and 1968.

'I am glad to see that British Ropes realize the tremendous potential of overseas markets and obviously look to them, not as an occasional outlet to use up surplus capacity, but as a permanent outlet that had been taken into account in their future planning and forecasting.

'Last week I visited Interstoff, the International Trade Fair for Clothing Textiles at Frankfurt, and was very impressed by the real effort which Yorkshire textile firms are making to export to the valuable German market. Exhibiting at overseas trade fairs is one of the best ways of promoting British exports and at Frankfurt I saw several displays of fine quality textiles by Yorkshire firms.

'My export office in Leeds covers Yorkshire and Humberside and is the local point of contact for the very wide range of Government export services we provide. My export offices are in day-to-day contact with exporters handling a variety of inquiries about foreign customs tariffs and licensing regulations, overseas agents, market reports and prospects for sales of particular goods to particular areas.

'I intend to improve and strengthen still further the regional export service which the Board of Trade provides and hope to be able to announce details of this shortly. We are introducing a more refined export intelligence service which by means of computer will match each day the export information sent in from overseas posts with the stated requirements of British exporters. Meanwhile I intend to make more visits to British exporting firms like this as well as visiting overseas markets.'

President to visit Helsinki

FOR HIS third visit to overseas markets since his appointment as President of the Board of Trade last month, Mr. Roy Mason will arrive in Helsinki on December 7 to carry out a two-day programme.

Mr. Mason's engagements, which are in connection with the British Trade Drive in Finland during 1970, will include calls on the Finnish Head of State, President Kekkonen, Prime Minister Koivisto and members of his administration.

As part of his on-the-spot study of the plans for the British Trade Drive, Mr. Mason will have discussions with senior Finnish officials and businessmen. He will also meet representatives of the Finnish-British Trade Association and the Finnish Central Chamber of Commerce. As a guest of the Finnish Government Mr. Mason will attend a State Banquet given in his honour.

HRH Prince Philip, the Duke of Edinburgh, visited the offices of the National Economic Development Council in London on November 19. He is seen here talking to Sir William Swallow (centre), chairman, Hotels and Catering EDC, and Mr. L. V. D. Tindale, chairman, Mechanical Engineering EDC.

Review of the Queen's Award to Industry Scheme

MR. HAROLD WILSON, the Prime Minister, announced in the House of Commons on November 27 that he is appointing a committee to review the Queen's Award to Industry Scheme, so that any changes which have been shown to be desirable as a result of the five years' experience of operation of the scheme can be recommended to Her Majesty the Queen. Lord McFadzean will be the chairman of the committee, which will have a membership broadly similar to that of the committee which worked out the present scheme in 1965 (and recommended a review after five years).

The Review Committee will consider all aspects of the Award, including questions of scope and eligibility. It will endeavour to complete its work during the spring of 1970, so that any changes can be implemented in the arrangements for the 1971 Awards.

Representations invited

Trade organizations, firms and others wishing to suggest changes in the scheme are invited to submit representations, in writing, for consideration by the committee. Representations should be sent to the Joint Secretaries, The Review Committee, The Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000) to arrive as soon as possible and in any case not later than December 31, 1969.

Notes:

The Queen's Award to Industry Scheme is based on the recommendations of a committee chaired by the Duke of Edinburgh. The report of this committee, which is available from HMSO, was published on August 3, 1965. The Prime Minister announced in the House of Commons on the same day that the Government accepted its recommendations in full, and the first Awards were made on April 21, 1966.

The review to be carried out this winter is in accordance with a recommendation of the Duke of Edinburgh's Committee that the working of the scheme should be reviewed after five years. It is intended to implement any changes in the arrangements for the 1971 Awards, which will need to be announced in July 1970. The Duke of Edinburgh will be away (notably on the Royal visit to Australia and New Zealand) for much of the time available for the Review Committee's work, and Lord McFadzean – who was a member of the original committee, and has served on the Advisory Committee which administers the scheme – has accepted the Prime Minister's invitation to be the chairman of the Review Committee. It is expected that the committee will include members drawn from commerce and industry (including the trades unions), and senior officials of the Board of Trade and the Ministry of Technology.

The present scheme

The purpose of the scheme, as set out in the Royal Warrant of November 30, 1965, instituting and creating the Award (and published in the *London Gazette* of March 22, 1966) is to recognize outstanding achievement by British industry either in increasing exports or in technological innovation, or in both. The Award is related to the production of goods in the United Kingdom by any branch of British industry, including agriculture and horticulture. Export achievement is assessed in relation to the export of goods by their producers. In the case of technological achievement, Awards are made for finished products or processes resulting from or involved in the normal course of commercial production and leading to increased efficiency. The Award is made to organizations and not to individuals. Any concern is eligible to apply for the Award, on behalf of itself or any of its industrial units or subsidiaries, provided that the concern is registered in the United Kingdom, the Channel Islands or the Isle of Man.

Awards are announced each year on the Queen's actual birthday, April 21. They are held for five years with entitlement during that period to use the Emblem of the Award in a variety of ways: on flags, plaques, lapel badges, note-paper, packaging, goods, etc. Award-holders may apply for and receive further Awards during the currency of the Award.

The Award has to be applied for, applicants submitting statements of case for consideration. The Awards are made by the Queen on the advice of the Prime Minister; in making his recommendation he is assisted by an Advisory Committee which includes representatives of industry, the trades unions and the engineering institutions. Over the four years to date, 384 Awards have been conferred comprising 263 for export achievement, 80 for technological innovation, and 41 for achievement in both fields.

The review

The committee will review all aspects of the Award scheme. The basis of their work will be the representations submitted in response to the invitation contained in the Prime Minister's announcement, plus the experience of those concerned with administering the Award scheme over the five years of its life.

Scales for metric weighing equipment

WITH THE MOVE towards metrication the Board of Trade have given guidance to weighing machine manufacturers. It covers the general requirements and conditions which will apply to certain metric and dual calibrated weighing machines certified as suitable for use for trade under Section 12 of the Weights and Measures Act, 1963.

Self-indicating weighing machines (other than spring balances and those with weight depositing mechanisms with associated chart-changing devices) will be allowed to be calibrated in either metric or imperial units or in both systems. Self-indicating machines with weight depositing mechanisms and semi-self-indicating machines (other than spring balances and machines fitted with light-heavy charts) will be allowed to be calibrated in either system but not both.

Details of the requirements are given below.

Owners of existing equipment will be able to continue using it after conversion provided that it continues to meet the requirements of the law.

The Board will be prepared to consider requests for approval of equipment which does not meet the requirements. In particular it will be prepared to consider such requests to enable existing equipment to be converted to metric or dual imperial/metric use.

The requirements are:

1. Machines calibrated in metric units should comply with the following conditions.

(a) the total capacity of the charts and their sub-divisions shall be convenient and reasonable;

(b) no division on the metric chart shall be less than:

(i) 1.25 mm. wide on a machine whose capacity does not exceed 15 kg.;

(ii) 2 mm. wide on a machine whose capacity exceeds 15 kg. but does not exceed 50 kg.;

(iii) 2.5 mm. wide on a machine whose capacity exceeds 50 kg.;

(c) the weight value of the smallest division on the metric chart shall be in the form 1, 2 or 5 metric units;

(d) the chart shall be such that the weight indication can be read by simple juxtaposition;

(e) if the machine is of a capacity exceeding 1 kg. but not exceeding 50 kg. and is used for weighing in the presence of the purchaser, the metric weight indication shall be expressed as a combination of major and minor units, the form of figuring shall be such as to separate clearly the major from the minor and the scale marks shall be figured at intervals of not more than five divisions and

(f) in the case of semi-self-indicating machines the capacity of the metric chart shall be 1, 10 or 100 mg, g, kg, or thousand kg.

2. Machines calibrated in both systems should comply with conditions (a) to (e) above and also:

(a) no division on the imperial chart shall be less than:
  (i) $\frac{1}{16}$ inch wide on a machine whose capacity does not exceed 30 lb.;
  (ii) $\frac{1}{32}$ inch wide on a machine whose capacity exceeds 30 lb. but does not exceed 1 cwt.;
  (iii) $\frac{1}{64}$ inch wide on a machine whose capacity exceeds 1 cwt.;

(b) the weight value of the smallest division on the metric chart shall be as near as possible to the weight value of the smallest division on the imperial chart;

(c) the two generating lines shall not be less than 1.5 mm. apart;

(d) the two series of graduations shall be in contrasting colours (preferably red for imperial and black for metric);

(e) a knife blade, needle or similar type of indicator shall be used so as not to obscure the inner series of graduations;

(f) if a tare bar or tare bars are fitted they shall, if notched, be graduated in only one of the series, but if they are not notched they may be ungraduated or graduated in both series, all markings being in the same contrasting colours as are used for the chart;

(g) if the capacity of the machines is less than 1 cwt. and the machine is fitted with a taring device, the machine shall be marked 'Not to be used for weighing in the presence of the purchaser';

(h) if the machine is additionally arranged to compute prices, this facility shall be related to only one of the two weight series and the unit price indicator shall be clearly marked to denote either 'price-per-lb.' or 'price-per-kg.'

Monopolies Commission report on clutch mechanisms

ANSWERING A question in Parliament on action taken to implement the report of the Monopolies Commission on clutch mechanisms for road vehicles, Mr. Edmund Dell, Minister of State, Department of Employment and Productivity said that when this report was published, another Member informed the House that he accepted the report in principle, and that officials would discuss it with the Automotive Products group. These discussions had now been completed and the company had given certain undertakings in implementation of the Commission's findings.

The Automotive Products group had, in particular, undertaken that they would not impose upon their distribution network any obligation not to handle their competitors' clutches provided that these were clearly distinguishable from the company's own clutches; that they would not recommend a resale price, or discount structure, other than a maximum enforceable retail price; and that they would not impose upon lining manufacturers any conditions that would influence them against supplying other clutch manufacturers.

'I am arranging for a copy of the full text of these undertakings to be placed in the Library of the House,' added Mr. Dell.

'In addition to these formal undertakings, which have already been put into effect, the Automotive Products group have agreed with my Department on appropriate arrangements for surveillance over the company's price policy on reference goods and the profits to which it gives rise. Automotive Products have ceased to issue their list of distributors for whom they recommended various levels of discount. The company have also informed me that it will be their policy in future, wherever possible, to negotiate their purchase of clutch linings at a single price whether they are for use in initial equipment or in replacement clutches.'

Mr. Dell said he was sure that these measures would help smaller manufacturers of clutches, and introduce greater flexibility into the distribution of clutches without impairing the efficiency for which the Automotive Products group were commended by the Monopolies Commission.

The reference to the Monopolies Commission was made on December 12, 1966, and the report was published on December 13, 1968. The Commission found no fault with the monopoly as such,

In the picture are Mr. Maurice Kewley (left) chairman of COMET's consumer goods panel and area manager of United Africa Co. Ltd., and Mr. J. H. P. Hadden of BNEC Production and Statistics. The occasion was the launching of two new COMET publications on November 18. *(See 'Middle East market for consumer goods', in last week's* Journal, *page* 1444.)

but they found that specific things done by AP as a result of, or for the purpose of, preseving the monopoly operated against the public interest.

By way of remedies, the Commission made the following recommendations:

(i) The Board of Trade should make appropriate arrangements with AP for the purpose of exercising surveillance over AP's price policy and the profits on reference goods to which it gives rise, with the object of ensuring that the rate of these profits does not rise significantly above the average rate earned by AP on such products in years 1965 to 1967;

(ii) AP should withdraw the condition imposed on regional wholesalers with direct accounts to prevent them handling certain competing clutches, and should impose no such condition on lining manufacturers or national factors;

(iii) AP should cease to appoint and control regional wholesalers for its clutches, other than those with direct accounts, and should leave lining manufacturers and national factors free to resell clutches as they think best;

(iv) AP should no longer recommend prices and discounts for the resale of clutches (although there is no objection to its continuing to prescribe enforceable maximum retail prices);

(v) AP should not interfere in any way with lining manufacturers' sales of clutch linings to any other clutch manufacturer.

(vi) AP should negotiate its purchases of clutch linings at a single price whether they are for use in initial equipment or in replacement clutches.

A minority of the Commission disagreed with recommendations (iii) and (iv). They considered that, to remedy the mischiefs found, it would be sufficient to amplify recommendation (ii) by requiring:

(a) that AP should not withhold appointment as a wholesaler of AP's clutches from any wholesaler on the ground that he has handled or is likely to handle, clutches which compete as replacements for initial equipment made by AP nor should AP make appointment conditional upon his agreeing not to handle such other clutches; and

(b) that AP should not withhold, or require or recommend others to withhold, supplies of AP's clutches from any wholesaler on the ground mentioned above.

Announcing publication of the report, Mr. Anthony Crosland, then President of the Board of Trade, said that he accepted the report in principle and would discuss the Commission's unanimous recommendations with the company. He proposed to defer a decision on the other recommendations until after the discussion with the company.

Copies of 'A Report on the Supply of Clutch Mechanisms for Road Vehicles' by the Monopolies Commission are obtainable from HMSO, 49 High Holborn, London, W.C.1 (price 12s. 6d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 13s. 2d.).

Customs specifications for exports by air

THE NEW SPECIFICATION, Form XS 29 (AIR), introduced in September by HM Customs and Excise for goods exported by air was designed to meet the special needs of traders preparing these declarations at airports. It has been generally accepted as a desirable innovation.

The form previously used, Form XS 29 is an aligned series document and it continues to be required for exports by ship. Some traders preparing export documents for sea and for air traffic may wish to use it for both purposes.

To avoid misunderstandings, HM Customs and Excise wish to make clear that there is no objection if a trader continues to use the aligned Form XS 29 for air traffic.

Reduction in rate of import deposit

HM CUSTOMS AND EXCISE draw attention to the reduction in the rate of import deposit from 50 per cent to 40 per cent effective on December 5. For goods entered with Customs on or after December 5, 1969 the rate of import deposit is 40 per cent *ad valorem*. The range of goods subject to import deposit and the repayment period of 180 days remain unchanged.

Anti-dumping inquiry on certain tube and pipe fittings from Japan

THE BOARD OF TRADE give notice that they are considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1969 on imports from Japan of tube and pipe fittings of malleable cast iron.

A statement of the applicants' case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than December 17, 1969. Such representations in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent in writing to the Tariff Division, Board of Trade, Room 103, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

Compulsory technical regulations in EFTA countries

EXPORTERS NEEDING information on the technical requirements applicable to their products in EFTA countries will benefit from a new booklet published by the EFTA Secretariat in Geneva.

'Compulsory Technical Regulations – List of Competent Bodies in EFTA countries' gives information about the competent national authorities in each EFTA country which are responsible for the administration of compulsory technical regulations and to which inquiries from United Kingdom exporters should be addressed.

Copies of this publication are available free from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

British commercial representatives overseas

THE LIST of British commercial representatives overseas as published in the *Board of Trade Journal* of October 1, 1969, should be further amended as follows:

ARGENTINA – *amend* telex answer back to '12 1666 AR PROBA'.

FRANCE – BORDEAUX *insert* '(Telex 2022-57440 a/b Britain BORDX)'.

GERMANY - FRANKFURT *amend* address to 'Bockenheimer Landstrasse 51-53' and telephone number to '720406' and *insert* '(Telex 203-414932 a/b UKFFT D)'.

INDIA – CALCUTTA *amend* address of British High Commission to '1, Ho Chi Minh Sarani, Calcutta, 16'.

MALAYSIA – KUALA LUMPUR *Delete* '(Telex 201-275 a/b UKIMFR KL)'.

MEXICO – *amend* telex number to '(29-0177-3093 a/b PRODROME MEX)'.

NIGERIA – LAGOS *amend* telephone number to '51630'.

NORWAY – OSLO *insert* 'Mr. G. A. Crossley' as Counsellor (Commercial).

QATAR – *amend* telex number to '(201-DH 205 a/b POLITICAL DH 205)'.

SINGAPORE – *insert* '(Telex 201-RS 299 a/b BRITCOM)'.

UNITED STATES – ATLANTA *amend* address, etc. of British Consulate-General to 'Suite 912, 225, Peachtree Street NE Atlanta, Georgia 30303 (Tel. 524-2691/2 Area Code 404) (Telex 20660-54-2517 a/b Britain ATL)'.

TURKEY (South East) - *delete* this entry from list of British Trade Correspondents.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 17.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
73.15	Ingots, blocks, lumps and similar forms of alloy steel	Chrome nickel pig	December 31, 1970	10616

NOTE: Amendment of definition

Interested parties will wish to note that an application has been received to amend the temporary exemption certificate of tinplate strip (73.12) to the following:

73.12 Strip of iron or steel, in coil form, coated with tin, of a width of not less than 140 millimetres, and not more than 500 millimetres, and of a thickness of not less than 0·12 millimetre and not more than 0·5 millimetre.

Any representations should reach Tariff Division at the above address by December 31, 1969.

Show me how I can get 40% towards the cost of new plant and machinery for my factory.

THE MINISTRY OF TECHNOLOGY can show you. If your factory is in a Development Area, there are Investment Grants of 40% for new manufacturing plant and machinery. The Ministry of Technology will give you the facts about the Development Areas, send you literature and arrange a meeting to answer your questions about these areas. They will also tell you about the opportunities soon to be available in the new Intermediate Areas.

WRITE TO: Industrial Expansion at the Ministry of Technology, 1 Victoria Street, London, S.W.1. Telephone: 01-222 7877 Ext. 3333. Or send the coupon—when you will receive the booklets "Room to Expand".

Contact Industrial Expansion at MINTECH.

Re-equipment

A re-equipment programme to take advantage of modern technology, lower production costs and improve quality control, can be carried out at less cost in the Development Areas. There the Investment Grant for plant and machinery is 40%. In the rest of the country it is 20%.

And other grants

If you build a new factory you can get 25% and in some cases 35% of the building costs. There are also Ministry of Technology factories to rent – with rent-free periods of 2 or 5 years in some cases.

There is more labour available. And for every man under training for a newly created job, you can claim a training grant of £10 per week.

There are Regional Employment Premiums of £97.10 p.a. (£78 p.a. from April 1970) for *every* man on the payroll.

By getting in touch with the Ministry of Technology you get more than facts and literature. After discussing your requirements with you, the Ministry of Technology will show you what the Development Areas have to offer, help you find a site or factory which will meet your needs, and arrange for you to meet people on the spot, including businessmen who have already made the move.

The Development Areas are in Scotland, Wales, the North, Merseyside and the South-West. Benefits at higher rates are available in Northern Ireland.

To: "INDUSTRIAL EXPANSION",
The Ministry of Technology,
1 Victoria Street, London, S.W.1.

Please send me "Room to Expand", the illustrated explanatory literature.

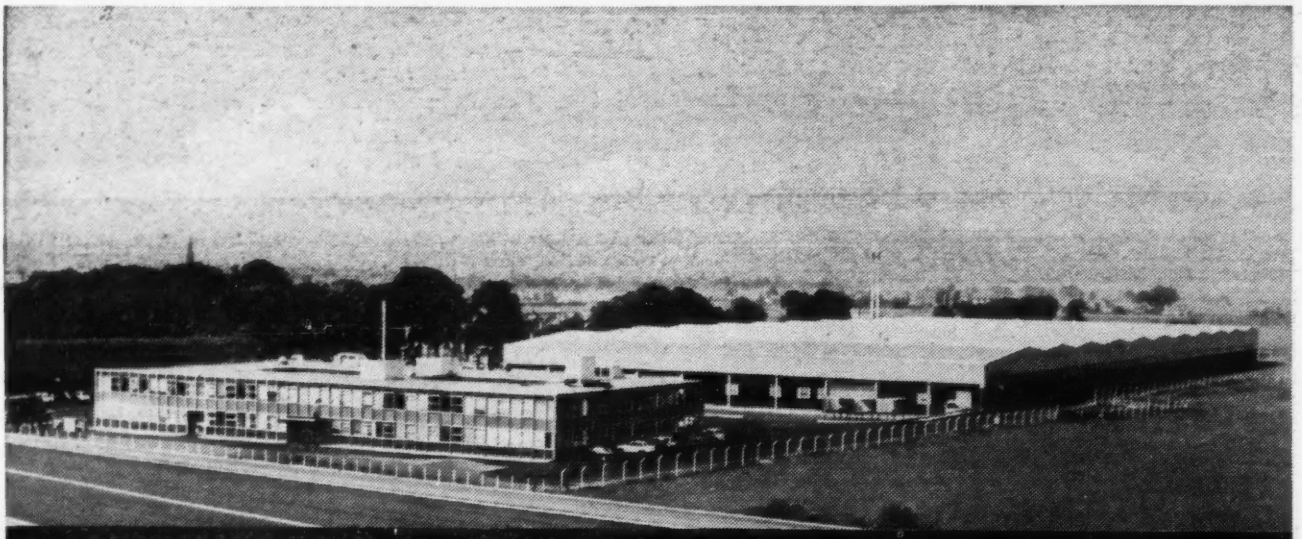
Name_____

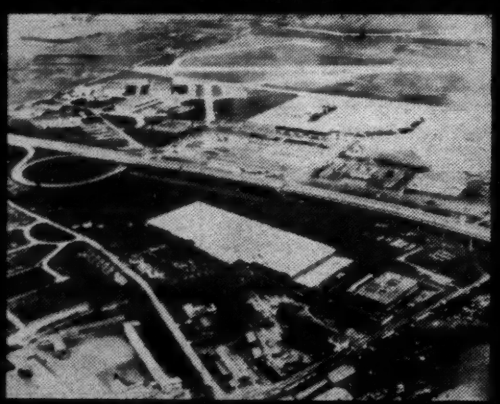
Position in Company_____

Company Name_____

Address_____

B.T.J.39





Project No.43...OZALID...
Project No.44...HOOVER...

Project No.45 for Galbraiths and Cochranes

Europe's largest grocery distribution centre

Completed in January 1969 and comprising 210,200 sq. ft. of warehousing and 34,200 sq. ft. of office accommodation, this is one of the many larger projects undertaken by Lyon. The Lyon team worked in conjunction with Galbraiths staff on the special problems involved, particularly site location in relation to distribution, and materials handling.

Lyon now have factory/warehouse units available on 18 industrial estates in Scotland and several large specialised projects like this in progress throughout the country.

Lyon

BRITAIN'S LEADING INDUSTRIAL DEVELOPER

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Investment grants claims

CLAIMS FOR investment grant on eligible expenditure incurred during the second quarter of 1969 will be accepted by Investment Grant Offices on, and after, January 1, 1970. Payment of grant, on claims relating to expenditure incurred during the first quarter of 1969, will begin on the same day.

The addresses of the offices are:

Ministry of Technology,
Investment Grant Office,

Colman House,
Victoria Avenue,
Southend-on-Sea,
Essex, SS2 6DU.
Tel. (0702) 41341 and 41362
Telex 99288

St. Peter's House,
Stanley Precinct
Bootle,
Lancs, L20 3LZ.
Tel. (051-922) 4030.
Telex 627162

24/26 Newport Road,
Cardiff, CF2 1SY
Tel. (0222) 42611
Telex 49538

Queensway House,
West Precinct,
Town Centre,
Billingham, Teesside.
Tel. (0642) 53677.
Telex 58608

Magnet House,
Waterloo Street,
Glasgow, C2.
Tel. 041-221 9833.
Telex 77611.

Consideration of mergers by DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, announced on November 21, that, on the information at present before her, it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

(1) Jonas Woodhead and Sons Limited and Toledo Woodhead Springs Limited;
(2) Star (Great Britain) Holdings Limited and Watney Mann Property Company Limited.

Cumberland advance factory occupied

THE MINISTRY OF TECHNOLOGY announced on November 27 that Cumberland Fibres Ltd. are to occupy a 15,000 sq. ft. advance factory built by the English Industrial Estates Corporation on the Salterbeck Industrial Estate, Workington. Cumberland Fibres Ltd. is a new company which has been established by Mr. B. Tanelian of London and Mr. S. Sinyor of Manchester, in conjunction with a Panamanian shipping company, for the processing of textile yarns.

Approval has also been given to an extension of 15,000 sq. ft. which will double the production area of the original unit and ultimately jobs will be provided for 92 men and 17 women. Occupation of these premises will take place during next month and full production should be under way by May 1970.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-Matter
	October 24, 1969	
890,952	Standard Telephones & Cables Ltd.	Method and apparatus for winding wires in parallel on to a bobbin.
914,645	Standard Telephones & Cables Ltd.	Semiconductor devices.
923,969	Metalastik Limited	Expansion joints.
987,236	Standard Telephones & Cables Ltd.	Radar receiver.
999,769	Standard Telephones & Cables Ltd.	Electric cables.
1,000,948	Standard Telephones & Cables Ltd.	Improvements relating to self-powered solid state circuits.
1,027,767	Jaz S.A.	Alarm clocks.
1,028,798	Societe Anonyme Tripelte et Renaud	Air separators or cleaners for granular materials.
1,034,634	Brown, Boveri & Company Limite	Improved bus-bar construction.
1,039,616	Standard Telephones & Cables Ltd.	Indicators.
1,050,470	Standard Telephones & Cables Ltd.	Selection system for electrical circuits or equipment.
1,063,698	Standard Telephones & Cables Ltd.	Storage circuits.
1,068,828	Standard Telephones & Cables Ltd.	Perspective vectorcardioscope.
	November 10, 1969	
858,037	GAF Corporation	Photopolymerization of monomers containing vinyl groups by means of silver compounds as catalysts.
879,892	GAF Corporation	Photopolymerization of vinyl monomers with metal oxides as catalysts.
900,952	The Dow Chemical Company	Tinsel.
905,182	GAF Corporation	Photographic resist-forming material.
920,928	Regie Nationale des Usines Renault	Door checks notably for automobile doors.
928,630	Standard Telephones & Cables Ltd.	Plastic sheathed cables.
942,537	Firth Cleveland Limited	Combined radiant and forced air heaters.
990,032	Standard Telephones & Cables Ltd.	Omnidirectional beacon antenna.
1,022,964	Standard Telephones & Cables Ltd.	Circuit breakers.
1,043,750	Standard Telephones & Cables Ltd.	Parametric amplifier.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patents Office.

VC10 engine failure

THE BOARD OF TRADE made the following statement on the VC 10 engine failure on November 27.

'The Chief Inspector of Accidents Board of Trade has initiated an Inspector's Investigation into the incident involving a BOAC Super VC 10, GAFGK, which took off from Heathrow Airport on a scheduled flight to New York at 11.15 BST today, November 27. During the climb when at a height of 6,500 feet over Reading, a loud bang was heard in the aircraft.

'No. 4 fire warning light came on and No. 3 engine was seen to be running down. Shortly afterwards No. 3 fire warning light also came on. The crew expeditiously carried out the appropriate fire and shutdown procedures and the fires were quickly extinguished in the air.

'The aircraft received precise guidance from the air traffic control, Heathrow, and returned to a safe landing. The airport fire service stood by the aircraft when it came to rest.

'Preliminary investigations by the Board of Trade Accident Investigation Branch have shown that there had been a major mechanical failure in No. 3 engine. The blades of No. 3 low pressure turbine had been shed and ruptured the engine casing which led to the fire in both starboard engines.

'Following the mechanical failure of No. 3 engine, parts of it and the installation collapsed from the aircraft and fell into the Reading area. There have been no reports of anybody being hurt on the ground and no one in the aircraft was injured.

'A report will be published in due course.'

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

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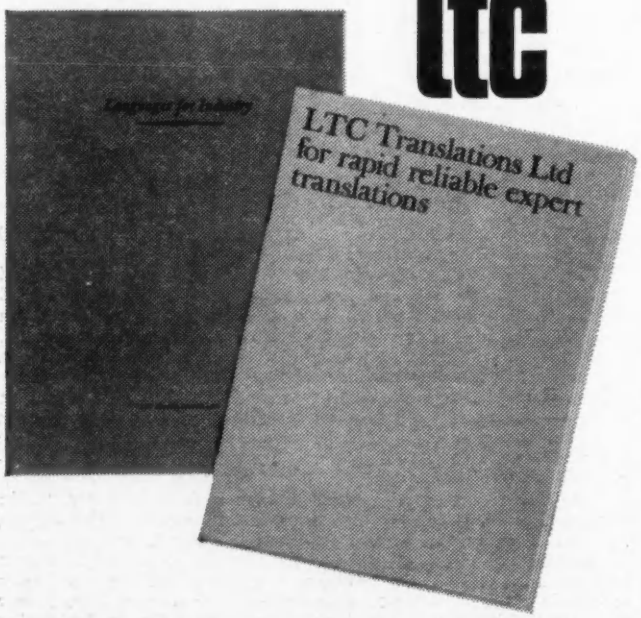

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London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
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LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.YA.	0703-23731

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RESTRICTIVE TRADE PRACTICES ACT, 1968

Registration of information agreements

MRS. BARBARA CASTLE, Secretary of State for Employment and Productivity, laid before Parliament on November 26, for approval by resolution of each House of Parliament, a draft Order under Section 5 (2) of the Restrictive Trade Practices Act, 1968. The effect of this Order, when it is made, will be to require registration with the Registrar of Restrictive Trading Agreements of certain classes of agreements which provide for the exchange of information about prices charged or quoted and terms and conditions in connection with the sale of goods or the application of any process of manufacture to goods. The draft Order, which is the first Order to be made under Section 5 (2) of the Act, excludes as far as possible from the classes called up those categories of information agreements which are clearly beneficial and in the national interest. The draft Order was settled in the light of representations received from trade associations and individual firms in response to a notice on the scope of the proposed Order, which was published (in pursuance of Section 5 (5) of the Act) in the *Board or Trade Journal* of February 28, 1969. The Order, if it is approved by Parliament, will come into operation on February 1, 1970.

Notes

Section 5 of the Restrictive Trade Practices Act, 1968, gives the Board of Trade power to extend by Order to information agreements Part I of the Restrictive Trade Practices Act, 1956, which provides for the registration and judicial examination of restrictive trading agreements. Briefly, an 'information agreement' is one which provides for the exchange of information relating to the prices of goods, the terms or conditions on which they are supplied or processed, the quantities produced, the costs of production, the manufacturing processes applied, the persons to whom they are supplied or from whom they are acquired and the areas in or from which they are supplied. The functions of the Board relating to restrictive trade practices were transferred on October 30, 1969, to the Secretary of State for Employment and Productivity.

The effect of the Order when it is made will be that parties to information agreements covered by it will have to register them with the Office of the Registrar of Restrictive Trading Agreements. The Registrar will then consider, for each agreement, whether the provisions as to the furnishing of information are not of such significance as to call for investigation by the Restrictive Practices Court. If those provisions are not significant, the Registrar may ask the Secretary of State for a direction that he need not refer the agreement to the Restrictive Practices Court. Agreements referred to the Court are deemed to be contrary to the public interest unless the Court is satisfied that there is justification for the agreement in terms of the public interest in the circumstances of the particular case. (The restrictive practices legislation sets out a number of 'gateways' through which the agreements may be justified.)

Before laying a draft Order under Section 5 a notice of what is proposed is required to be published allowing a period of not less than 28 days for representations to be made by trade associations and individual firms about the range of information agreements which it is proposed to call up for registration. These representations must be taken into consideration when settling the draft. In this instance, a Notice was published in the *Board of Trade Journal* of February 28, 1969, stating that it was proposed to call up, under the first Order, information agreements relating to prices, terms and conditions, and costs, and inviting written representations within a period of 42 days. This was a longer period than the minimum of 28 days required by the Act, because it is the first occasion on which the powers are being used and it was considered desirable to ensure that those affected should have a full opportunity to make their views known.

The representations from trade associations and individual firms were considered most carefully before the final draft Order was prepared. The main change arising from the representations is that it is no longer proposed to include in the first call up Order information agreements relating to costs or to prices paid.

Apart from information agreements relating to costs, a wide range of other information agreements is outside the scope of the Order. Among those which are not to be called up by the first Order are those relating, for example, only to quantities of goods produced, processes of manufacture, persons to be supplied, and areas in which goods are to be supplied. There will, therefore, be no obligation to register such agreements, and no liability (provided that they are not in effect restrictive agreements liable to registration already under the 1956 Act) for them to be examined by the Court. Such agreements may, however, be called up by a further Order at a later stage.

The draft Order also excludes many information agreements among those dealing with prices, terms and conditions, i.e., those which relate:

(a) solely to the supply of goods by export;
(b) to information furnished to a Government Department or other specified authority. (The 'specified' authorities are listed in Part II of the Schedule to the Order);
(c) to the furnishing of information which has already been published or which is furnished solely for the purpose of publication;
(d) to the furnishing of information as an incidental matter in agreements already excluded from registration and judicial investigation by virtue of Sections 7 or 8 of the Restrictive Trade Practices Act, 1956.

Other exclusions are agreements:

(e) which are entered into by an agricultural marketing board and are of a kind referred to in Section 45 of the Agriculture (Miscellaneous Provisions) Act, 1968;
(f) where the only parties are the nationalized gas industry or the nationalized electricity industry.

The Secretary of State is required to lay the draft Order before Parliament for consideration by each House. The Order can finally be made after approval by each House of Parliament.

Until the Order is made, there is no obligation to register information agreements of the categories concerned. Agreements existing at the date on which the Order comes into operation must be registered within three months from that date. Other agreements must be registered before they become effective, and in any event within three months of their being made.

Copies of the draft Order (The Restrictive Trade Practices (Information Agreements) Order, 1969) are available from HMSO. Price 9d.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

FRIDAY, NOVEMBER 21

Trade drive in Finland

A Member asked how many Scottish firms are to take part in the trade drive in Finland and the shopping weeks in Sweden. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied that all Scottish firms were free to take advantage of the trade drive in Finland in 1970 and the British shopping weeks in Sweden in 1970. At this stage it was not known how many Scottish firms would be taking part.

Manufacturing industry capital investment

The debate on manufacturing industry (capital investment) is reported in *Hansard*, cols. 1719 to 1728).

Investment grants

Mr. Eric Varley, Minister of State, Ministry of Technology, was asked what estimate he had made of the total of investment grants paid to companies not United Kingdom based, in respect of orders placed for capital equipment, overseas. Mr. Varley answered that investment grants were made only to persons carrying on a business in Great Britain. Information on grant paid on imported equipment was not available.

MONDAY, NOVEMBER 24

Industrial development

A Member asked how many visits had been arranged by the Ministry of Technology during the last 12 months for firms interested in moving into the Consett/Stanley, County Durham, special development area. Mr. Eric Varley, answered that arrangements were made for seven firms to visit the Consett/Stanley area, which had also been suggested to a further 16 firms.

Mr. Varley was also asked what action was being taken to promote research and development in the Northern Region, and answered that the Ministry of Technology had placed contracts for research and development, both direct and through NRDC, with a number of industrial firms in the Northern Region and with International Research & Development Ltd. 'We are now considering assisting with the establishment of a Marine Industries Unit at Newcastle University,' he added.

TUESDAY, NOVEMBER 25

Bankruptcies and liquidations

Mrs. Dunwoody was asked to give the numbers of bankruptcies and compulsory liquidations filed in the years 1967, 1968 and 1969 to the latest available date. She gave the following information:

Year	Receiving Orders and Orders under S.130 of the Bankruptcy Act, 1914	Winding-up Orders
1967	4,224	1,230
1968	4,150	1,108
10 months to October 31, 1969†	3,807	1,022

†Provisional figures.

Expenditure on export promotion

A Member asked what was the total cost to public funds of all export promotion activities undertaken by the Government in 1968-69 and what it would be for 1969-70. Mrs. Dunwoody replied that expenditure by the Board of Trade on export promotion activities was of the order of £5.5 million in 1968-69, and was estimated at £6.5 million in 1969-70.

WEDNESDAY, NOVEMBER 26

Relationship between GNP and imports

Mr. Roy Mason, President of the Board of Trade was asked what estimate he had made of the relationship between the size of the gross national product and the level of imports; how this compared with the relationship in other equivalent countries; and what evidence he had that this relationship was changing. The President said: 'At current prices, our imports from 1958 to 1968 have varied between 14 and 16 per cent of the gross national product. There is no discernible trend in the proportion, which is similar to that for the European Economic Community. In volume terms the proportion has risen, but more slowly than in all other countries. With permission, I will publish figures in the Official Report'. (*Hansard*, cols. 395 and 396.)

Overseas Marketing Corporation

Answering a Member who asked for the number and aggregate value of contracts between United Kingdom manufacturers and foreign buyers which the Overseas Marketing Corporation had been instrumental in promoting and the average size of the United Kingdom firm concerned, the President said: 'The Overseas Marketing Corporation is established as a private limited company and it would therefore not be right to disclose details concerning the commercial activities of the Corporation.'

Weights and Measures Act

How many prosecutions had there been for serving beer in short measures under the Weights and Measures Act 1963, asked a Member. Mrs. Dunwoody replied that prosecutions were the responsibility of local weights and measures authorities. Their reports for the year 1967-68 (the last for which complete information is available) showed that there was one prosecution for serving beer in short measure during the year. It was successful.

Insurance for coach passengers

A Member asked what study had been made by the President of the evidence supplied showing that passengers in coaches were frequently not fully covered by insurance unless the liability of the coach company could be fully proved; and if he would take steps to close this type of insurance loophole in this and other forms of transport. Mrs. Dunwoody replied that the liability of coach operators for damage to the luggage of their passengers were usually governed by the conditions of carriage. It was for the operators to decide whether to insure against these liabilities. In general, the conditions of carriage, not the degree of insurance, limited the extent to which claims by passengers are entertained. Mrs. Dunwoody continued: 'The Law Commission are at present considering in relation to contracts for services generally how far it should be permissiible to contract out of common law liabilities. I will write shortly to my hon. Friend on the matter.'

Changes in the 'Board of Trade Journal'

A Member asked what changes the President proposed to make in the *Board of Trade Jo urnal*, Mrs. Dunwoody answered: 'To improve the *Journal's* usefulness to its readers, changes of content and editorial technique are under discussion. These follow a readership survey conducted last year. The *Journal* will continue to emphasize matters concerning exports and provide a vehicle for a broad range of official information affecting trade and industry.'

Hallmarking law

Several questions were asked about the law relating to the hallmarking of gold and silver. Answering them, Mrs. Dunwoody said: 'Consultations about the basis on which reform of the hallmarking law should proceed are still in progress. Pending their completion – I hope within the next few weeks – I cannot reach conclusions, but the views so far expressed are unanimously in favour of a compulsory hallmarking system.'

Study of Export Profitability

Replying to a question on the publication of the Study of Export Profitability which the Economic Research Intelligence Unit of the Board of Trade had undertaken Mrs. Dunwoody said: 'Preparation of the study for publication is well advanced and I hope that it will appear as a Board of Trade Economic Paper early in 1970.'

Import substitution

'It is not possible to put a figure to the total contribution made by import substitution to the balance of payments,' said Mrs. Dunwoody answering a request for a statement as to achievements of that policy, duly quantified, *ad valorem*, 1967 to 1969.

Imports of cotton textiles

A Member suggested that special arrangements should be taken to mitigate the damage caused to India and Pakistan by the proposed 15 per cent tariff against their cotton textile exports to this country. Mrs. Dunwoody replied that the former President of the Board of Trade said, in his statement on July 22, that he saw no reason to think that, with the possible exception of India, the developing countries of the Commonwealth generally would be able to export less to Britain over the proposed tariff than under a continuation of the present quota system. So far as India was concerned, in determining the level of aid after 1972 we should be willing to take into account against the background of her general aid requirements at that time any adverse effects on her exports arising from the tariff.

National Exhibition Centre

The President, replying to questions on the proposed National Exhibition Centre, said: 'I am aware of the urgency of this problem and I will announce my decision at the earliest possible moment. To this end the Steering Committee set up under my noble Friend the Minister of State to consider the National Exhibition Centre met last week at my request to review urgently the latest proposals.'

Trade with East Germany

'In view of the policy of the United Kingdom and other NATO countries on recognition of East Germany, a meeting would not have been appropriate,' said the President, when asked why he did not meet the East German State Secretary for Economic Affairs during his recent visit to London.

Answering a further question, the President said: 'The Confederation of British Industry and the East German Chamber of Foreign Trade are at present discussing trade arrangements to cover a period of three years. I am hopeful that the discussions will be successful.' (*See also Liberalization of imports from East Germany, page* 1504).

Second Asian International Trade Fair

Asked what estimate had been made of the increase in export orders resulting from British participation in the Asian Fair held in Tehran in October 1969, Mrs. Dunwoody said: 'I cannot at present estimate what exports may result from British participation in this fair last month. Initial reports by British firms taking part make it clear that the fair provided excellent opportunities for them in a growing market.'

Transfer of companies

Answering a question on the President's policy with regard to transfer of companies registered in this country to other countries where that company had interests in Rhodesia Mrs. Dunwoody said this was not a matter in which the Board of Trade had any powers under the Companies Acts.

Invisible exports

Replying to questions about new ways of encouraging invisible exports the President said: 'The Government gives assistance in a number of ways. I shall be discussing the situation with the Committee on Invisible Exports next month.'

Imports of apples

A Member asked what value of apples had been imported into Great Britain during the 12 months ended October 31 or the latest convenient date; and what contribution to the policy of imports substitution had been made by British apple growers in the period stated. Mrs. Dunwoody said information on imports of apples for the 12 months ended September 30, 1969 may be derived from the issues of the Overseas Trade Accounts for December 1968 and September 1969 (page 19). October figures were not yet available. As imports of apples which competed with the domestic crop had for many years been subject to quota restrictions, any increase in consumer demand during the home marketing season was met by domestic supplies.

Treaty of Rome

A Member asked if HM Government accepted Article 113 of the Rome Treaty under which the European Economic Community Commission conducts all trade talks with non-member countries. The President said: 'As members of the European Economic Community we should be bound by Article 113 of the Treaty of Rome in the same way as other members. The Commission's role in trade negotiations is, however, subject to the authority of the Council of Ministers.'

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Disclosures by public companies

Answering a question on the drafting of legislation to bring about further disclosure by public companies, the President said a substantial part of the Companies Act, 1957, was concerned with disclosure. He went on: 'I continue to keep this matter under review, but I do not expect to propose legislation on it in the present session.'

British Film Fund

A Member asked whether, in view of the recent withdrawal of United States film interests from this country, steps would be taken to increase the grant to the British Film Fund, Mrs. Dunwoody answered that the British Film Fund was financed not by a grant but by a levy on exhibitors under Section 2 of the Cinematograph Films Act, 1957. The rate of the levy was decided after consultation with the Cinematograph Films Council and taking account of the interests of both producers and exhibitors. There were no plans at present for changing the current rate. 26/11

Trade with Singapore

The President was asked what action he proposed to take to stimulate trade with Singapore; and whether he would take steps to put United Kingdom exporters on equal basis to those from Australia and Japan in relation to credit facilities. He replied that the full range of the Government's export promotion services and of ECGD facilities was at the disposal of exporters in support of trade with Singapore. Credit facilities available to British exporters were, taken as a whole, at least as good as those available to their Australian and Japanese competitors.

Imports of tinned pineapple

The value of imports of tinned pineapple into the United Kingdom from South Africa in 1967 and 1968, was £1,675,000 and £1,748,000 respectively, said Mrs. Dunwoody answering a question.

Paper industry and exports

Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, answered a Member who asked what part he estimated that the paper industry would play in the drive for increased exports. Dr. Davies said this industry's principal export opportunities were in specialities and grades with high added value. It was taking good advantages of these: in 1968 the industry's total exports were 20 per cent higher in value than in 1967, and there was an encouraging further increase this year. 'The industry believes that it can continue to increase its exports, and I share this view,' he said.

Fuel exports

Asked what part he estimated that indigenous energy sources in this country would play in the drive for increased exports, Mr. Harold Lever, Paymaster-General, replied that exports of coal and home refined petroleum products were going well. The main role of the fuel industries however was to underpin the export efforts of others by ensuring adequate supply and efficiency in production. The fuel industries were well aware of this need and had substantial achievements to their credit.

Industrial development

Mr. Eric Varley, was asked what was the total value of contracts placed by his Department in the Northern Region this year. He replied in the nine months January to September inclusive contracts to a value of about £800,000 were placed by the Department in the Northern Region.

Advisory Committee on Legal Units of Measurement

Questions were asked about the proposed Commission on Units and Standards of Measurement and proposals for new legislation and a new Weights and Measures Act for bringing in metric units and standards.

Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, said the Government had decided that the composition and terms of reference of the Commission contemplated under the 1963 Act would not permit either sufficiently wide consultation of all the relevant interests, or fully comprehensive consideration of all the current issues concerning metric units, which now need to be urgently resolved to facilitate metrication. The Minister of Technology had therefore appointed a more broadly-based committee with wider terms of reference to advise him on the legislation required to provide for the definition of metric units and related matters concerning standards. This committee which would be known as the Advisory Committee on Legal Units of Measurement would also advise him on the need for a standing advisory body on units and standards of measurement in the place of the Commission envisaged in the 1963 Act.

Assistance to trade missions

The President was asked what further financial assistance he proposed to give to trade missions. He said: 'I have decided to improve missions. In future the British National export Council will meet up to 75 per cent of the terms for inward and outward trade the economy or tourist class air fares for approved missions of foreign business men visiting the United Kingdom from all parts of the world except Western Europe. As regards outward missions, the existing 75 per cent rate for air fares to certain countries in Asia and Australasia will continue to apply until the end of 1970. I am also introducing the same terms from January 1, 1970, for missions to California in connection with the trade drive which is being sponsored there jointly by the port Council.'

'Britain in Figures'

A Member asked what was the cost for printing and publishing the plastic pocket statistical digest of statistics, *Britain in Figures*, prepared for the Board of Trade by the Central Office of Information in June 1968 and printed for HMSO by Ebenezer Baylis and Company Limited, Worcester; and whether this would be brought up to date with the figures for 1968 and showing comparisons with 1964. Mrs. Dunwoody said 135,000 copies of the card were printed at a cost of £1,274. The issue of a new edition was being considered.

(*Continued on next page*)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

PARLIAMENTARY ANSWERS, *continued*

Census of Production, 1969

'The Census of Production for 1969 will provide estimates of capital expenditure and stockbuilding more reliable and in greater detail than is possible from the voluntary quarterly inquiries,' said Mrs. Dunwoody, answering a question on this subject.

Export intelligence service

A Member asked how it was proposed to improve the export intelligence service by the Board of Trade. The President said: 'The *Export Service Bulletin* will be replaced next year by a new service in which the export opportunities reported by the British Embassies and High Commissions overseas will be matched, using a computer, with the specific requirements of the individual exporter. We propose also to increase the volume of opportunities and export information disseminated through the new service.'

Bankruptcies

How many bankruptcies had taken place in the counties of Wiltshire, Somerset and Gloucester between January 1 and June 30, 1969 inquired a Member; and what were the figures for the same period in 1966. Mrs. Dunwoody replied that the number of Receiving Orders and Administration Orders in bankruptcy made in the County Courts within the Counties of Wiltshire, Somerset and Gloucester (including the City and County of Bristol) in the first six months of 1969 were 38, 28 and 50 respectively. For the first six months of 1966 they were 20, 42 and 44 respectively.

Asked what has been the average number of firms going bankrupt per week over the most recent convenient four-week period; and what was the average rate for the same period a year ago, Mrs. Dunwoody said the provisional weekly average numbers of insolvencies occurring in England and Wales during October 1969, were: – bankruptcies 96 (including 5 partnerships); compulsory liquidations 51; and creditors' voluntary liquidations 40. The weekly averages for October 1968 were: – bankruptcies 90 (including 6 partnerships); compulsory liquidations 38; and creditors' voluntary liquidations 34.

Mrs. Dunwoody was also asked about the number of companies which had gone into voluntary liquidation – the information was circulated in *Hansard* – and was also asked how many small businesses in Scotland had closed down in the past two years; and whether a list would be published of the main economic difficulties confronting them in addition to selective employment tax. She said: 'The information requested in the first part of the question is not available. As regards the second part a Committee under the chairmanship of Mr. John Bolton is at present examining the role of small firms in the national economy and the problems confronting them and I expect to receive their report in the latter part of next year.'

Cost of export promotion

A question was asked on the estimated total cost of the export promotional activities of the Board of Trade being undertaken in the current financial year and of the proportion to be recouped through charges for services rendered. Mrs. Dunwoody said the estimated expenditure on export promotion was of the order of £6.5 million. Receipts from charges were estimated to be £150,000.

Mrs. Dunwoody continued, in answer to a further question on the amount by which it was proposed to increase expenditure on export promotion during 1970, that it was too early to indicate how much it was expected to spend on export promotion in the next financial year, 1970-71. 'We can, however, give an assurance that we shall continue to accord the present high priority to this important area of activity,' she said.

Value of world trade

A Member asked if the President would give his estimate of the value of world trade in 1969 compared with each of the previous three years; what had been the value, with export and import, and percentage of Great Britain's share in it; and what estimates have been made in respect of 1970 based on these trends. Mr. Roy Mason, President of the Board of Trade, said he did not wish to venture precise forecasts of the out-turn for this year as a whole or for 1970. However, after its recent exceptionally rapid expansion, he expected that world trade might soon grow somewhat less strongly, and that this could have some effect on the growth of our exports. Imports were likely to show some increase as the economy expands.

The following information was given:

	1966	1967	1968	January-June (†)	
				1968	1969 (‡)
	US $ thousand million				
Total exports (f.o.b.)					
World (§)	181·4	190·5	212·9	101·8	116·3
United Kingdom	14·7	14·4	15·3	7·5	8·4
% share	8·1	7·5	7·2	7·4	7·2
Exports of manufactures (‖) (f.o.b.)					
Main manufacturing countries (*)	92·6	99·1	114·2	54·3	64·0
United Kingdom	12·0	11·8	12·7	6·2	7·0
% share	12·9	11·9	11·1	11·5	11·0
Total imports (c.i.f.)					
World (§)	192·1	201·8	224·5	108·3	122·7
United Kingdom	16·7	17·7	19·0	9·4	10·0
% share	8·7	8·8	8·4	8·7	8·2

(†) Not seasonally adjusted.
(‡) Preliminary estimates.
(§) Excluding the Sino-Soviet countries.
(‖) Sections 5 to 8 of the Standard International Trade Classification.
(*) United Kingdom, United States, Canada, Japan, EEC countries, Sweden, Switzerland.

Inertia selling

Mrs. Dunwoody was asked if she had considered the recommendations of the Consumer Council and the Advertising Standards Association on inertia selling; and if legislation would be introduced to prevent this quite widespread practice. 'I do not so far see a legislative solution which would provide adequate protection for all the interests concerned,' she said. 'But I should be glad to discuss this complicated question further with my hon. Friend or the bodies to which he refers.'

ECGD procedure

The President was asked if he would look into the possibility of speeding up Export Credits Guarantee Department procedure. He replied that as with any commercial business, the great mass of straightforward requests for cover was dealt with speedily by ECGD. More complicated transactions which often involved the precise examination of contracts of very high value inevitably took longer. The Department was generally considered to maintain a high standard of speed and efficiency, but if the Member had a specific case or suggestion in mind he would be pleased to look into it.

Northern Regional Controller

Asked what were the functions of his Regional Controller in the Northern Region, the President said: 'The work now falling to the Board of Trade in the Northern Region is centred on export promotion.'

Credit negotiations with Indonesia

The President was asked what negotiations he had had with the Government of Indonesia on further lines of credit. He answered: 'None, Sir. The Indonesian Government is not at present taking on new liabilities on terms for which a line of credit would be appropriate.'

Registration of estate agents

A Member who asked if the President would introduce legislation to provide for a statutory estate agents registration council was told that while the President was in complete agreement that some measure of regulation was very desirable, he could not say when it would be possible to introduce legislation.

Trade with African countries

The President was asked if he would commission an economic analysis to establish the likely date when British trade and investment in the countries of Black Africa would overtake that with and in the Southern African countries under minority white regimes. He answered: 'No, Sir. Our trade with the Southern African countries to which my hon. Friend refers is already exceeded by our trade with the other African countries. In the case of investment I do not think that a date when such a position will be reached can be established by economic analysis.'

OECD report

'An up-to-date report on progress in the Organization for Economic Co-operation and Development was submitted to UNCTAD as recently as November 14,' said Mrs. Dunwoody to a Member who asked about further progress in the OECD on discussions about a generalized non-reciprocal scheme of preferences for the products of developing countries.

Expenses incurred during British trade promotions

A Member who asked what arrangements existed to reimburse officers and men of the armed services for expenses incurred in providing official hospitality at British promotion weeks abroad sponsored by the Board of Trade, was told by Mrs. Dunwoody that there was no specific requirement for officers and men of the armed services to undertake official hospitality at British promotions abroad sponsored by the Board of Trade. She added: 'We are grateful to them for adding such colour and warmth to these occasions.'

THURSDAY, NOVEMBER 27

Exports percentage

Answering a Member's question as to what percentage of the total exports of this country in the years 1964 to 1969 was contributed by the public sector of industry, Mrs. Dunwoody said: 'Direct exports of goods and services by the public sector (as it existed at the time) are estimated to have accounted for the following percentages of all exports of goods and services: 1964 3, 1965 3, 1966 3, 1967 4, 1968 5 and January-September 1969 5.

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

FRIDAY, NOVEMBER 21

Beagle aircraft

Thirty-seven Beagle, Series I and II, B206 aircraft were brought on to the United Kingdom register from January 1, 1965, to September 30, 1969, said Mr. Goronwy Roberts, Minister of State, Board of Trade, answering a question. The numbers in each year were:

	B206 Series I	Series II	Totals
1965	5	1	6
1966	3	17	20
1967	—	6	6
1968	—	4	4
1969 (to September 30)	—	1	1
	8	29	37

Answering a further question, Mr. Roberts said eight mandatory modifications had been issued by the Air Registration Board in respect of the Beagle 121, Series I and II, production aircraft. These were listed in detail in *Hansard*.

Night flights at Gatwick

Asked to give the number of night flights to and from Gatwick Airport from April 1 to October 31 Mr. Roberts said '3,364 landings and 3,545 take-offs'.

Aircraft movements at Gatwick and Heathrow

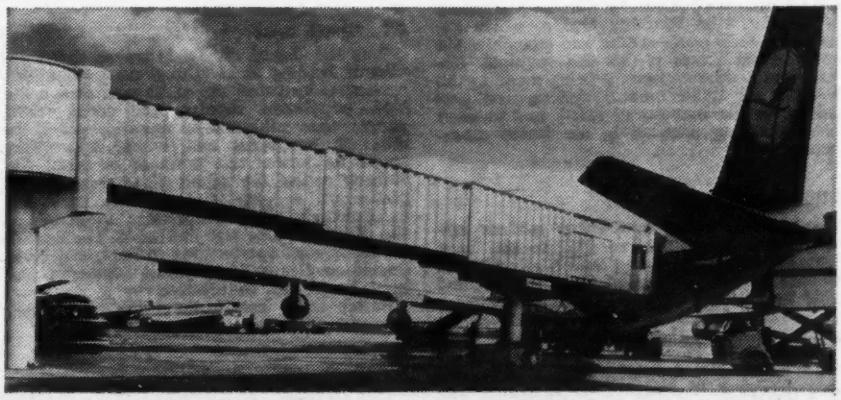
Mr. Roberts was asked to list the number of day flights and night flights separately in each year both to and from Gatwick and Heathrow Airports from October 1965 to October 1966 and each year subsequently until October 1969. He gave the following information:

AIRCRAFT MOVEMENTS AT HEATHROW AND GATWICK AIRPORTS

Number

Year ending October 31	Heathrow Airport				Gatwick Airport			
	Day (07.00-23.00)		Night (23.00-07.00)		Day (06.00-23.30)		Night (23.30-06.00)	
	Landing	Take-off	Landing	Take-off	Landing	Take-off	Landing	Take-off
1966	93,892	97,125	18,035	12,888	(†)	(†)	(†)	(†)
1967	97,670	103,414	19,431	12,363	31,770	30,783	3,077	4,118
1968	104,148	109,558	19,110	13,396	33,315	32,822	2,923	3,428
1969	108,871	113,770	18,459	13,472	39,795	39,550	3,795	4,218

(†) The information in respect of Gatwick for the year ending October 31, 1966 is not readily available and to provide it would involve undue expenditure of time and money.



Loading bridges which enable passengers to board and leave aircraft without the need to go outside are being fitted with Rotax telescopic ballscrews, to enable the height of the bridge to be varied to suit the particular aircraft. Rotax Precision Products, Hemel Hempstead, have received an order from Rheinstahl Henschel AG of the Federal Republic of Germany for 19 assemblies to follow 36 supplied earlier this year.

Aircraft near misses

The number of aircraft near misses in the London/Heathrow control zone during the year ended November 16 was asked for by a Member who wanted to know the comparative figures for the previous three years; what type of aircraft were involved and which airlines; and what were the detailed positions in the London Air Traffic Control Zone where the near misses took place. Mr. Goronwy Roberts, replied. He said one air miss over Epsom on November 11 was still under investigation. Other than this, no air misses assessed as involving actual risk were reported in the Heathrow Control Zone for the year ending November 16, 1969. One such incident was reported as occurring between five and ten miles west of Heathrow in 1968. No such incidents were reported in 1967 or in 1966. During these years the annual movement rates at Heathrow increased from about 220,000 to 260,000. The incident in 1968 involved public transport aircraft.

A further question concerned consultations between the Board of Trade and the British Airline Pilots' Association to improve air traffic control, in view of the danger of collisions by aircraft in the London area in a major catastrophe affecting residents living beneath the glide path into London Airport, Heathrow. Mr. Roberts said the Board of Trade was in continual consultation with the British Airline Pilots' Association, as with other user bodies, across the whole field of air traffic control and other matters relating to civil aviation. The Association was also represented on the Air Miss Working Group which examined air-miss reports and recommended on any action required, and was a member of the Civil Aircraft Control Advisory Committee which met regularly to consider particular air traffic control arrangements in the United Kingdom and any proposals for improving them.

TUESDAY, NOVEMBER 25

Air traffic control improvements

Answering a question as to what steps the Board of Trade intended to take to reduce the number of near-misses, and mid-air collisions, over Britain, Lord Beswick said air traffic control systems, facilities and procedures, were constantly being improved to meet the requirements of safety, and the continual increase in aircraft movements over the United Kingdom. Improvements in hand included primary, and secondary radar facilities, communications, additional navigational aids, and extension of ATC services, within new parts of the air-space. In addition, reports of any near collisions were carefully analysed to see whether they called for immediate remedial measures, or would affect longer-term planning.

(Continued on next page)

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AVIATION AND SHIPPING ANSWERS, *continued*

Air-miss near London Airport

Asked whether a statement would be made on the 'near-miss' between a BOAC VC10, and an El Al Boeing 707, over Epsom, Lord Beswick said that at 15.15 BST on November 11, a BOAC VC10, G-ASGD, en route to Heathrow from Teheran, via Zurich, had an air-miss with an El Al Boeing 720, 4XABB, leaving for Tel Aviv, via Munich. The incident took place three, or four miles, north of the radio beacon near Stoke d'Abernon, which markes the Epsom holding area for aircraft approaching Heathrow from the south. Air traffic control had cleared the VC10 to leave the holding area at FL70, on a north-easterly course, and the Boeing to cross the beacon marking the holding area at FL60, so providing the standard 1,000 feet separation. The aircraft were flying in instrument meteorological conditions at the time, in turbulent air, and in cloud of varying intensity. The pilots saw each other in close proximity and took avoiding action. Three people in the Boeing received minor injuries, but were not detained on their journey. No one in the VC10 was hurt. The Chief Inspector of Accidents had initiated an inspector's investigation. An accredited representative of the Israeli authorities was participating and a report would be published.

WEDNESDAY, NOVEMBER 26

Aircraft noise

Mr. Roberts, said in reply to a Member's question about the possible adoption of 80 EPND as an objective to aim for in the matter of aircraft noise, that the objective was to reduce aircraft noise by all means reasonable and practicable.

Minimum height

Replying to a Member's question as to the minimum height at which aircraft, to and from Heathrow, were permitted to fly over central London, Mr. Roberts said: 'Aircraft arriving at Heathrow are required not to descend below 2,000 feet before intercepting the glide path, unless otherwise directed by air traffic control. Departing jet aircraft are required, after passing the relevant monitoring point at a minimum altitude of 1,000 feet, to maintain a rate of climb of at least 500 feet per minute.'

Liverpool airport's role

What was the Board of Trade's policy regarding the role of Liverpool airport in the Board's pattern for civil aviation in the North-West area, inquired a Member. In reply Mr. Roberts said: 'It is primarily for local interests to assess the role of airports other than the main international gateways, and in this case for the Liverpool City Council to take account of the needs of civil aviation in the area.'

Night flights

Asked by a Member how many flights were expected for Heathrow in 1970; and whether, in the interests of those who attempt to sleep below them, would they be eliminated altogether, Mr. Roberts said that taking night as the period betaween 11.30 p.m. and 6 a.m., the total number of movements in 1970 was expected to be about 17,000, of which 5,800 would be attributable to jet aircraft. The severe limit on jet movements at night in the period April 1 to October 31 would have remained unchanged for five years in the interests of the public. A complete ban would impose disproportionately severe penalties on airlines, travellers, and the movement of freight.

Landings and take-offs

Asked by a Member what were, respectively, the maximum and minimum number of landings and take-offs by jet aircraft from Heathrow during the restricted night hours in the months of April, May, June, July August and September; and whether full details of all jet aircraft movements including types of aircraft and loadings for the night hours during the period from April to October could be made available Mr. Roberts gave the following information:

Maximum and minimum night† landings and take-offs by jet aircraft at Heathrow.

Month	Landings		Take-offs	
	Maximum	Minimum	Maximum	Minimum
April	13	3	14	1
May	14	3	11	1
June	15	5	16	2
July	17	4	20	4
August	16	4	18	1
September	22	3	13	2

†Between 11.30 pm and 6.00 am BST

The information asked for in the second part of the question was not readily available, and to provide it would involve undue expenditure of time and money, continued Mr. Roberts.

Pilots' concern

A Member asked whether the Board of Trade was aware of the concern among British airline pilots over the increasing number of near misses occurring among passenger and other aircraft under flight control; and what steps were proposed to make flying safer for passengers and pilots. Mr. Roberts said that the National Air Traffic Control Service was in continuous contact with the British Air Line Pilots' Association, and other user organizations, on all matters affecting aircraft safety. BALPA were also members of the Air Miss Working Group, which examined reports of air-misses, and recommended on remedial action if this was required. Improvements were constantly being made to the NATCS air traffic control systems and procedures in the interests of safety and to meet the continuing increase in air traffic movements.

Mid-air collisions

A Member asked how many mid-air collisions had occurred since 1962 to the latest convenient date, involving British aircraft and aircraft flying in or around Great Britain; and what instructions were now in force to lessen the chance of such accidents. Mr. Roberts replied that during the period January 1, 1962, to October 31, 1969, there were nine mid-air collisions involving British civil aircraft and aircraft flying in and around Britain. None involved public transport aircraft. Prevention depended primarily upon prompt reporting and thorough investigation of all possible air-misses, followed up equally promptly by action to improve procedures, rules, and regulations. All air-miss reports were thoroughly investigated by an organization known as the Air Miss Working Group, and any improvements in procedures and rules found necessary were promptly put into effect.

Fare restrictions

A Member asked what was the present policy regarding International Air Transport Association fare restrictions. Mr. Roberts answered that the Government's policy was outlined in paragraphs 60 to 62 of the White Paper on Civil Aviation Policy.

Scheduled air fares

A Member asked if, in view of the cessation of international control over scheduled air fares on the Atlantic, all remaining controls over the fares charged by operators of either whole aircraft or inclusive charter services operating on this route would be removed. Mr. Roberts said: 'I hope the scheduled carriers will agree on a realistic tariff. Until then, fares are controlled by the governments concerned. The government's policy on inclusive tour prices and affinity group travel is outlined in paragraphs 55-59 of the White Paper on Civil Aviation Policy.'

Turnhouse airport modernization

Answering Members' questions as to what progress was being made in the modernization of Turnhouse airport, Edinburgh; what representations had been made on the need for a new runway and other facilities at Turnhouse; and how many representations had been received in the last month concerning the need to extend and improve the facilities at Turnhouse; and, in view of the need to foster industrial development in the east of Scotland, would the matter now be treated as one of urgency, Mr. Roberts said: 'Representations have been received from a variety of sources, including four since mid-October, pressing for major improvements to be made at Turnhouse. I am aware of the importance and increasing urgency of this issue to Edinburgh and to Scotland, and I am sorry that I am not yet in a position to make a statement.'

Noise violations

A Member asked why no action had been taken to stop continual violation of the minimum noise routings laid down in the United Kingdom in the Putney-Roehampton area; and why it took a long period to deal with admitted violations; and what sanctions were now proposed to prevent further violations. Mr. Roberts said he was not aware of such violations. It was not always possible for air traffic control to direct aircraft along these minimum noise routings, but deviations were kept to the minimum.

Glide path area

Was the Board of Trade aware that most aircraft landing at Heathrow carry about 100 passengers and that the glide path area has a high population density, and some 18,000 people were subjected to nuisance per linear mile of overflight; and would appropriate action to prevent this nuisance be taken. Mr. Roberts replied that about six to seven million passengers a year and at Heathrow and unfortunately some disturbance to people in the glide path area was inevitable. The existing procedures on approaching to land, and Noise Insulation Grants in the most exposed places, help keep this disturbance to a minimum. Aircraft noise certification would eventually do much to reduce the nuisance.

No new order

A Member asked whether instructions would be issued to ensure that all aircraft join the glide path at or above 3,000 feet. Mr. Roberts said: 'No. To do so would have a number of serious consequences which are unacceptable. Not least, all aircraft approaching Heathrow to land to the west would have to fly over central London, thus substantially widening the area likely to be affected by noise.'

Normal procedures

Would an assurance be given that when jumbo-jets are introduced next summer they will use the existing three degree glide path, asked a Member. Mr. Roberts said that the Boeing 747 would follow normal procedures, including the use of the 'three degree' glide path, just as any other airliner.

Airport conference

A Member asked whether a conference of chairmen of airport consultative committees would be called. Mr. Roberts replied that he thought there was much to be said for pooling experiences in consultation over airport issues, but suggested that it would be more profitable to wait a little to allow the consultation facilities to operate for some time before calling such a conference.

Luton night flights

Was it proposed to set a limit to night flights from Luton Airport inquired a Member. Mr. Roberts said, 'No. I am advised that it would not be safe to rely on existing powers to impose such a limit even if one were otherwise justified. I understand, however, that the airport owner intends to restrict the growth in night jet movements next summer.'

Turnhouse airport facilities

A Member asked how much traffic had increased at Turnhouse airport, Edinburgh, over the last 10 years, in terms of the number of flights and passengers carried; and to what extent facilities at the airport had been increased in the same period. Mr. Roberts replied that the number of air transport movements had increased from 5,620 in 1959, to 11,946 in 1968, and the number of terminal passengers had risen from 149,000, to 616,000. Extensions to the facilities during the same period included the provision of some 12,000 square feet of additional accommodation for passengers; an increase in car parking capacity from 100 to 400 cars, and an extension of the apron by 6,500 square feet.

Inverness closure

A Member asked why the closure of Inverness airport, for two weeks for work on runways, was announced at short notice, causing a reduction in the scheduled flights from the alternative airport at Lossiemouth. Mr. Roberts said, 'Notice was admittedly short, but the work was becoming rather urgent and we wished to take advantage of the unexpected availability of Lossiemouth during the second half of November. A longer notice would probably have resulted in Lossiemouth being able to accept few, or none, of the flights prevented from using Dalcross.'

Liability for goods at sea

Answering a Member who asked when it was proposed to introduce legislation to amend the rules governing limitation of liability for goods at sea, Mr. Roberts said that legislation would be introduced as soon as possible.

Grounding at Blackrock

A Member asked if the Board of Trade was aware that a ship, testing the Sussex rocky coast at Blackrock for the purpose of preparing plans for a marina base on October 22 was impaled on the rocks there; and if an inquiry into the incident and into the effect of the shape of the coastline on navigation in the area would be established; and if a statement on the injury, loss of life and property which was caused, would be made. Mr. Roberts said that no casualty at Blackrock had been reported, but he understood that recently a ship was deliberately grounded there for the purpose of making a test boring. 'I am advised that the coastline in the Blackrock area does not present any particular danger to navigation,' he added.

Shipping report

Asked by a Member when the report of the Rochdale Committee on Shipping was expected to be received, Mr. Roberts said it was hoped to receive it about the end of this year, or very soon afterwards.

Noise certification

Answering Members' questions as to what progress had been made in discussions with the United States and French authorities on international noise certification standards for aircraft and what were the results of discussions with the United States in regard to maximum permitted noise levels of both subsonic and supersonic aircraft, both in flight and at landing and take-off, operating between the United Kingdom and the United States, and if a statement could be made on the progress of the proposals for an International Aircraft Noise Certification Scheme, which Britain, France and the United States were submitting to the International Civil Aviation Organization Mr. Roy Mason, President of the Board of Trade said: 'The progress of tripartite work on noise certification standards for the next generation of subsonic jet transport aircraft has been reported to the International Civil Aviation Organization. This work will be discussed at an ICAO Special Meeting on Aircraft Noise next month. We shall press for early agreement on a practicable international scheme to secure the progressive introduction of the much quieter aircraft which are now technically possible. It is still too early to make proposals for noise standards for new types of supersonic aircraft.'

Supersonic flights

Answering Members' questions as to the fact that the United States' had banned supersonic overflying until the problem of the sonic boom had been solved, if a similar ban be imposed in respect of the United Kingdom, what estimate had been made of the effects of the general adoption of such bans upon the financial viability of Concorde; and if this project would now be abandoned; and whether, in the aircraft noise regulations total prohibition of supersonic flying over land by civil aircraft would be provided, Mr. Roberts said: 'HM Government has not yet decided on restrictions to be imposed on supersonic flights over the United Kingdom. I understand that the manufacturers' sales forecasts for Concorde have always allowed for the possibility that supersonic flight over land might be prohibited.'

Trawler support ship

A Member asked if the time of starting, duration of stay, and time of return, and also the crew qualifications and medical equipment of the new trawler safety support ship 'Orsino' sent for service to the trawler fleet in the North and Arctic seas, could be given. Mr. Roberts said: ' "Orsino" sailed today and will remain off Iceland until the end of April. In addition to the operating crew, there are on board a weather advisory officer, who is a temporary officer of HM Coastguard with command experience, a meteorologist, a doctor, a sick-berth attendant, and four radio officers. Medical equipment is to Scale 1 of the Merchant Shipping Medical Scales appropriately modified.'

THURSDAY, NOVEMBER 27

Flight time

A Member asked what review had been made of the flight time limitation guidelines; and whether it was now decided to include inter-aerodrome surface travel in the definition of duty period. Mr. Roberts said that the whole subject of flight time limitations, including the guidelines, was presently being reviewed in the light of experience to date, and comments received from organizations and individuals; the extent to which surface travel should be included in the definition of duty period was being considered, but no decision had yet been taken.

Executive flying

Asked by a Member whether the 600 metre minimum runway visual range prescribed for passenger aircraft also applied to all non-passenger-carrying flights and to executive aircraft, Mr. Roberts replied that the limitation applied to public transport aircraft, regardless of whether passengers were being carried. It did not apply to public transport aircraft registered in the United Kingdom, on flights which did not exceed 60 minutes in duration and which were (a) flights solely for training persons to perform duties in an aircraft, or (b) flights intended to begin and end at the same aerodrome. Executive aircraft, which were not at present required by regulation to comply with weather minima but the problem was kept under continuous review. 'Public transport aircraft' was defined as meaning an aircraft flying, or intended by the operator of the aircraft to fly, for the purpose of public transport.

Facts on air-misses

A Member asked how many air-misses had been reported in respect of Luton, Gatwick, Heathrow, Manchester, Turnhouse, Speke, Abbotsinch, Leeds/Bradford, Teeside, Stansted and Southend, respectively, in the years 1967 and 1968; and if, in view of recent incidents involving large numbers of passengers, the reporting of air-misses should be made mandatory. In reply Mr. Roberts said: 'Taking the whole of the airspace within a radius of eight miles around each of the aerodromes in question (as being a representative manoeuvring area for large transport aircraft), no air-miss incidents were reported in either 1967 or 1968 for Heathrow, Manchester, Glasgow (Abbotsinch), or Southend. Of the incidents reported during these years for the other aerodromes in question, none were subsequently assessed as involving actual risks. The present voluntary reporting arrangements work well, with the full support of pilots and airlines. It is a matter for the judgment of the pilots involved whether an incident has occurred which justifies reporting; to introduce mandatory arrangements would be very difficult to enforce, and could prejudice the present spirit of co-operation.'

Engine noise

A Member asked that in view of the progress made in the development of quieter aircraft engines, could steps be taken to provide for a retrofit programme in the United Kingdom to reduce aircraft noise while the older jet aircraft are completing their working life. Mr. Roberts said that a retrofit programme for current aircraft was more difficult technically and economically than the quietening of future types of aircraft. This matter was being examined internationally, but studies so far suggested that cost would be very heavy in relation to any likely benefit in noise reduction.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Monday to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143.)

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
December 9	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham, Kent.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Caterpillar DS diesel crawler tractor; diesel driven 6-ton road roller; trailer-mounted bitumen distributor; air compressors; chain lifting blocks; electric hoists; band sawing machine; arc welders; portable welding transformers; motorized planing and thicknessing machine; lifting jacks; MT spares; VIR and PVC cable; electrical and electronic equipment; hand tools; wrist and pocket watches; binoculars; cameras; photographic equipment; greatcoats; battledress; blouses and trousers; overalls; boots and shoes; white and coloured blankets; webbing equipment; ground sheets; mixed rags; carpets; rugs and mats; tables; chairs; wardrobes; chests of drawers; bureaux; and numerous other items of surplus stores.

1970			
January 6-8	Road making equipment, commercial and private vehicles.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Road making equipment including mobile cranes; tippers; tractors; dumpers; crawlers; angledozers; excavators; dropside and low-loading trucks; heavy duty breakdown trucks; commercial vans; coaches; trailers; fork lift trucks; various makes of saloon and estate cars; motor cycles.

January 13	Technical and miscellaneous stores, vehicles	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366.)

Austin K2 2-ton vans; Thames ET6 5-ton signal, operation and rescue vans; Land Rovers; Thames ambulances; Brockhouse 2-wheeled trailers; Austin '152' omnicoach; Morris commercial vans; Austin A40 Countryman cars; motor cycles; machine tolls including bending and rolling machines; drilling machines; circular saws; hand-operated swaging machine; flexible shaft descaler; surfacing, planing and thicknessing machines; arc welding plants; wood turning lathe; tool and cutter grinders; MT spares; electrical and electronic equipment including transformers; radio receivers; electronic valves; electric cable; electric motors, etc.; mixed ferrous scrap; store racking; radiac equipment; metal containers; wooden boxes.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price, 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

AUCTION SALE DECEMBER 10, 1969

A public auction sale of surplus Government furniture and equipment has been arranged at Ministry of Public Building and Works, Supplies Division, Clearing Store, Burnett, Nr. Keynsham – between Bath and Bristol. The sale will commence at 10.30 a.m. on December 10, 1969, and viewing will be allowed from 9.00 a.m. to 4.30 p.m. on December 9, 1969. The auctioneers are Messrs. Stanley Alder & Price, 7 St. Stephens Street, Bristol 1, and catalogues will be available from them.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

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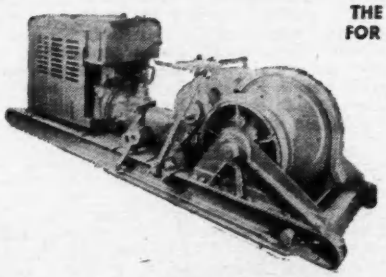

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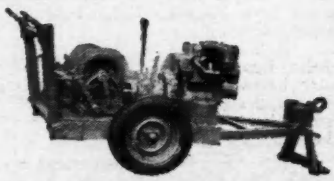

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TENDERS FOR UNIFORM CLOTHING

TENDERS are invited for the supply of UNIFORM CLOTHING FOR HEALTH VISITORS for a period of 3 years from April 1, 1970, on a fixed price basis and on a fluctuating price basis in respect of national wage awards affecting the wages of the workmen engaged on the contract. Forms of tender may be obtained on application to the COUNTY MEDICAL OFFICER OF HEALTH, COUNTY OFFICES, MATLOCK, DE4 3AG, and to whom samples of cloth should be forwarded direct.

SEALED TENDERS must be forwarded in the special envelopes which will be provided, and must be delivered to the undersigned not later than 12 noon on WEDNESDAY, DECEMBER 10, 1969. The Council does not bind itself to accept the whole or any part of any tender submitted.

H. CROSSLEY, *Clerk of the County Council.*

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sales Branch, The Patent Office, Orpington, Kent, BR5 3RD

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

New Books

Men, Machines and the Social Sciences, edited by J. Hoskin Lamble. (98 pages. Bath University Press. 25s.) Social and technological changes have transformed the background to industrial relations, exposing the need for new aproaches to solving their problems. It is only in the last few years that the concept of the firm as a social institution has been considered. *Men, Machines and the Social Sciences,* contains the papers and reports, which were presented at the fourth Bath Conference. The main purpose of the Bath Conference was to examine the role of the social sciences in industrial situations. In his opening address Lord Brown, Minister of State, Board of Trade, stressed the importance of the contribution of the social sciences to industrial relations and productivity. The first paper presented at the Conference, outlines the approach of the social scientist, reviews completed research and establishes a criterion for applying social science research. The last two papers examine the role of the social scientist against the specific background of productivity bargaining. One of these papers is presented by the employee relations manager of Esso Petroleum Co. Ltd., and the other is presented as a case study monitoring the application of a productivity bargain.

Economic Planning for 1972, by T. S. Barker and J. R. C. Lecomber. *Political and Economic Planning Broadsheet* 515. (98 pages. Published by Political and Economic Planning. Distributed by Research Publications, 11 Nelson Road, Greenwich SE10. 15s.) PEP's latest broadsheet appraises the then Department of Economic Affairs' planning document *The Task Ahead: Economic Assessment to* 1972 (HMSO. 1969). The first chapter of the broadsheet discusses briefly the differences in approach embodied in *The Task Ahead* as compared with the previous economic assessments provided by the National Economic Development Council's *Growth of the United Kingdom Economy in* 1966 (1963) and DEA's *The National Plan* (1965). Chapter two is concerned with the methods employed in those assessments, and contrasts them with those used in the Cambridge University's Department of Applied Economics, where the authors of this broadsheet work, and are also developing the Cambridge Growth Project model of the United Kingdom's economy. The remaining chapters are concerned with actual projections derived from that model in respect of the use of economic resources in 1972, commodity supplies and demands, productivity and employment, and the balance of payments, and with differences between these results and those obtained by DEA. Appendices provide definitions of industry and commodity groups as used in the Growth Project model and in *The Task Ahead,* and a note on estimates of gross domestic product in constant prices. The main text of the broadsheet had been completed before the recent changes in Government organization, but in the introduction the authors comment briefly on the abolition of DEA in relation to the future of medium-term planning.

Two more volumes have appeared in the series of *Praeger Special Studies in International Economics and Development,* which is distributed in Britain by Pall Mall Press. **Land Development and Colonization in Latin America: Case Studies of Peru, Bolivia and Mexico,** by Craig L. Dozier. (247 pages. £5 5s.) describes five state-sponsored agricultural schemes: three in Peru, and one each in Bolivia and Mexico. Each project is considered separately, covering such aspects as the selection of colonists, the problems of cultivating previously underdeveloped land, and urban development and planning. Although the immediate benefits of such schemes are limited they do provide technicians and administrators with valuable experience, which can be used in future development programmes. **Food Supply and Inflation in Latin America,** by Matthew Edel. (227 pages. £5 5s.) is a study of the effect of a limited food supply in aggravating the problem of inflation in Latin America. By the use of comparable statistics from eight countries (Mexico, Brazil, Venezuela, Argentina, Chile, Colombia, Peru and Uruguay) the writer supports the view that agricultural stagnation is a major factor in causing inflation, and that this stagnation is caused by deficiencies in the system of land tenure. There is a separate chapter on foreign trade in foodstuffs, and a large numoer of statistical tables are included in the text. The book also contains a statistical appendix.

The growth of the data processing industry during the period 1970-1980 will be centred primarily in the service area. This is one of the conclusions reached in **UK Computer Industry Trends 1970 to 1980.** (21 pages. Hoskyns Group Ltd., Boundary House, Furnival Street, London EC4. £5) This publication quantifies the shape and size of the DP industry over the period 1970-1980. Market estimates are based on five main sources of information: discussions with industry experts and users, United States broker reports on the computer industry, annual reports of companies in the computer service industry and published statements of their senior managers, specialist reports on the computer industry, and magazine and newspaper articles.

Computers for Management, edited by Humphrey Sturt and Ronald Yearsley. (199 pages. Heinemann. £2 5s.) The computer is potentially the central management tool in any sizeable business or administrative organization. A manager looking for a real understanding of its powers should regard it as very much more than a piece of hardware. As Drucker has put it: 'the computer is to information what the power station is to electricity.' The essential points of interest are the uses to which computing power is put, where the computer fits in, and how to make it work profitably. These are the themes of this book. Computer application is pre-eminently an evolving science. Its leading exponents are practitioners who are generally too busy to step back from the scene to write comprehensive works. The book is accordingly a planned symposium, written by people who are authorities in their own specialist branch of computer science. The papers which were presented at the symposium included: the historical perspective, by John Brown; the nature and scope of computer hardware, by Ken Smith; systems analysis and design, the programming function, and software, by Peter Hunt; computers in production, by Don Wilson; finance and the computer, by Tom McRae; computers in marketing, by Christopher Berks; planning with the computer, by Robert Hitchcock; the economics of computer usage by Alec Daly; placing the computer in the organization, by Tom Ward; and computer people, by Humphrey Sturt. *Computers for Management* is designed for managers, students and those who need to understand the fundamentals of computer science in their day-to-day working environment.

Production Control is Management, by D. K. Corke. (292 pages. Edward Arnold (Publishers) Ltd. £3 5s.) Lack of expertize in production control causes widespread difficulty in meeting delivery dates and massive investment in inventories. The theme of this textbook is that production control is a management activity; it cannot entirely be entrusted to a separate department. The primary function of such a department, however, must be to provide reliable data for management decisions. *Production Control is Management* describes how the planning and control should be carried out. In describing successful production control methods, the author emphasizes the essential contribution of sales and production management. As senior managers have little time for reading textbooks, those sections which will interest them particularly have been listed in the preface.

Containerization International Yearbook 1970. Containerization International. (232 pages. National Magazine Co. Ltd., 22 Armoury Way, London SW18. £3 3s.) Within the past few years the international transportation of cargo has undergone a radical technological change. A term which sums up the change is – containerization. Cargo which formerly had been transported in separately packaged lots requiring a considerable amount of manual labour at each loading is now shipped in large vanlike containers that can be transferred easily to and from trains, trucks, ships and planes by mechanized routines. This yearbook is intended to be a guide to the best methods of using containers. As a follow up to the 1968-69 *Annual Container Guide* it sets out to analyse the progress of containerization in all its aspects. Under individual countries, details of container ports and container operators are listed. Container equipment, handling equipment, documentation, and air cargo containers, are some of the topics covered. The appendices include a glossary of terms which the container user may encounter, a cargo conversion table, and a list of container manufacturers. A section on future developments considers the future of containerization in relation to the Boeing 747 – jumbo jet, and the prospect only a few years hence of Lockheed's L 500 airlifter, which is capable of lifting payloads of over 150 tons. This yearbook in companionship with *Jane's Freight Containers* should be a useful guide showing how people all over the world are using containerization.

Other publications

THE COMMUNICATION OF OBJECTIVES IN AN EXPANDING COMPANY. by Eric Moonman. 24 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London SW1. 5s.

THE SHELL GUIDE TO NEW ZEALAND, edited by Maurice Shadbolt. 336 pages. Michael Joseph Ltd. £2 10s.

SPECULOCRACY AND THE INTERNATIONAL MONETARY SYSTEM, by Xenophon Zolotâ. 66 pages Available from Victor Papozissis Publishers, 16 Phidiou Street, Athens.

SUPPLEMENT TO TAXATION CAPITAL GAINS (2ND EDITION), by Percy F. Hughes and K. R. Tingley. 55 pages. Taxation Publishing Company Ltd. 12s. 6d.

WORLD SHARE PRICES. *World Series No.* 1 20 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. £3.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 price			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	114	123	140	141	112	104	131	134	135	128	129	22	7	–11	– 3
3rd quarter		124 p				103									– 1
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August		124 p				105									
September		124 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	3·5	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·3	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131 p	131·8	5·4	124·2	115·1	195·4	527	195		168	162	75
3rd quarter	115 p	131 p	132·0	5·0	126·1 p	116·5 p	197·3	581	192		167	173	
1969													
May	119	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	5·3	124·8	116·0	196·6	577	186		170	163	
August	114 p	132 p	131·8	4·9	127·0	116·4	197·1	585	192		165	180	
September	115 p	131 p	132·2	5·1	126·4 p	117·0 p	198·2	580	199		166	176	
October			133·2	5·4	126·6 p	117·1 p	198·4	555	202		169	176	
November								536 p	205 p				

†Not seasonally adjusted.

ECGD business in third quarter

BUSINESS INSURED by the Export Credits Guarantee Department in the third quarter of this year amounted to £659.9 million, an increase of 12 per cent over the third quarter of 1968. Of the quarter's business £135.0 million involved credit beyond six months.

Bank advances guaranteed by ECGD again increased to £180.7 million compared with £125.0 million in the third quarter of 1968. Of these the advances covered by Comprehensive Bank Guarantees increased to £93.9 million from £65.3 million.

Large medium term policies issued during the quarter include aircraft (£7.4 million), refuse disposal plants (£4.4 million), airport construction (£6.0 million), ships (£3.5 million), television equipment (£2.1 million), electricity generating equipment (£1.3 million), telephone equipment (£1.9 million), pumping gear (£1.6 million) and railway equipment (£1.1 million).

Buyer Credit Guarantees included aircraft (£7.0 million), chemicals (£3.9 million) and ships (£3.2 million).

Financial Guarantees included airport engineering, ships, a sugar factory, chemical plant, textile machinery, an oil refinery, electricity generating plant, and telephone equipment.

Table 1. Shipments insured — All figures in £ million

	1968 September quarter	*1969* June quarter	*1969* September quarter
Comprehensive business short term credit	455·8	465·4	524·9
Comprehensive business over 6 months credit	49·4	49·3	49·2
Specific business	57·1	39·2	55·4
Financial and Buyer Credit Guarantees	27·0	32·9	30·4
Total	589·3	586·8	659·9

Table 2. Advances guaranteed under financial facilities (relating to exports which appear or will appear in Table 1).

	1968 September quarter	*1969* June quarter	*1969* September quarter
Comprehensive guarantees to Banks related to comprehesive insurance policies	65·3	77·6	93·9
Specific guarantees to Banks related to comprehensive insurance policies	7·2	11·0	11·4
Specific guarantees to banks related to specific insurance policies	18·1	33·7	29·5
Financial and buyer credit guarantees	34·4	41·6	45·9
Total	125·0	163·9	180·7

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed'. Shipments declared in connection with Financial and Buyer Credit Guarantees are also included – even though there is strictly no 'insurance' of the shipments. The first table therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial and Buyer Credit Guarantees and of some Specific Guarantees, an element of interest covered by the guarantee. In addition to these advances there is, of course, a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured', there is no correspondence in time between the two tables – the guaranteed advance need not fall in the same quarter in which shipment is made.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Tools and Implements for July and August 1969
Pottery and Electrical Ware for September 1969
Paper and Film Bags for August 1969
Home Grown Timber for September 1969
Cars and Commercial Vehicles for September 1969
Rubber for July 1969
Wheeled Tractors for September 1969
Clothing for September 1969

Quarterly at 7s. 6d. a year post free:

Hosiery and Other Knitted Goods for Second Quarter 1969
Warp Knitted Fabrics for Second Quarter 1969
Safety-razor Sets and Blades for Third Quarter 1969
Agricultural Machinery for Second Quarter 1969
Organic Chemicals for Third Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on November 26, on page 1439.

Civil Aviation Series:

Airport Activity for June 1969
Air Passengers for June 1969
Air Freight and Mail for June 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)
Domestic Passenger Traffic (Q)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, November 28, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Captain Nemo and the Underwater City	Br/E 34499	106	November 24	Metro-Goldwyn-Mayer Pictures Ltd.	Omnia Films Ltd.
Women in Love	Br/E 34500	130	November 24	United Artists Corporation Ltd.	Brandywine Productions Ltd.
Taste of Excitement	Br/E 34505	99	November 26	Crispin Film Distributors Ltd.	Trio Films Ltd.
Mining Review No. 4 – 23rd Year	Br/E 34507	10	November 27	Data Film Distributors Ltd.	National Coal Board.
Movietone News 2112	Br/E 34323	7	November 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2112A	Br/E 34324	7	November 28	" "	" "
Pathe News 69-95	Br/E 34375	7	November 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-96	Br/E 34376	8	November 28	" "	" "
				FOREIGN	
The Trouble with Girls	F 34498	79	November 24	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Inc.
Goto, Island of Love (Goto, L'Ile d'Amour)	F 34501	94	November 24	Contemporary Films Ltd.	Orly Films S.A., Paris.
48 Hours of Love	F 34502	95	November 26	S.F. Film Distributors Ltd.	Sogexport, Paris and Film Marceau Cocinor, Paris.
Blood Demon	F 34503	78	November 26	New Realm Pictures Ltd.	Constantin-Film GmbH, 8 Munchen 25.
The Faceless Monster	F 34504	73	November 26	D.U.K. Films Ltd.	Associate Europea Cinematografica, Rome.
The Cave of the Living Dead	F 34506	81	November 27	Butcher's Film Distributors Ltd.	Objectiv Film, Munich.

NOTE:
The particulars of the film 'The Christmas Tree' (F 34487) registered on November 13, 1969, should include the additional maker: Walter Reade Organisation, New York, U.S.A.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during October 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public companies	Private companies
Not exceeding £100	1,489	—	1,489
Over £100 but under £1,000	89	—	89
£1,000 but under £10,000	110	—	110
£10,000 but under £50,000	99	—	99
£50,000 but under £100,000	11	—	11
£100,000 but under £1,000,000	8	—	8
£1,000,000 and over	—	—	—
Total number	1,806	—	1,806
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	5,062	—	5,062

Companies registered in Great Britain in 1968 and 1969

	1968		1969	
	Number	Nominal capital £ thous.	Number	Nominal Capital £ thous.
January	1,395	5,721	2,077	6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592	2,227	25,151
April	1,543	5,124	2,066	5,614
May	1,837	4,034	2,089	6,272
June	1,546	3,735	1,979	5,643
July	1,780	4,748	2,133	10,764
August	1,742	3,836	1,880	4,667
September	1,601	4,316	1,841	6,324
October	1,921	5,604	1,806	5,062
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

364,000 foreign visitors in September

MORE THAN 364,000 foreign visitors came to Britain in September – an increase of 62,000 on the same month last year, reports the British Travel Association, Britain's official tourist organization.

The September arrivals brought the total number of foreign visitors to Britain in the first nine months of this year to 3,200,000 – a rise of 627,000 (24 per cent) on the same period of record-breaking 1968.

European visitors in September numbered 193,000. This was an increase of 21,000 on the month and brought total European visitors in the first nine months of the year to 1,944,000 – a rise of 342,000 (21 per cent) on the period.

Arrivals from the United States in September totalled 129,000 – an increase of 34,000 on the same month last year. They brought the total number of United States visitors to Britain in the first nine months of 1969 to 970,000, which was a rise of 288,000 (31 per cent) on the period.

A British Travel Association spokesman said details of tourist arrivals from Commonwealth countries during the first nine months of 1969 were not available. It was estimated that these, too, were considerably higher than in the same period of record-breaking 1968.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for September 1969 was 105 (1965 = 100), an increase of 3 per cent on the corresponding month of 1968.

Increases were recorded in three of the major groups: clothing and footwear shops, durable goods shops and miscellaneous non-food shops. Food shops showed a decline of less than half per cent this being the first decrease recorded in the group since December 1967. In department and general stores sales were down marginally by 1 per cent.

The index of value for the third quarter of 1969 at 111 showed a 4 per cent increase over the corresponding quarter of 1968.

Taking into account price increases it has been estimated that the volume of sales was up by approximately 1 per cent over the corresponding quarter of 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast, 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week and *percentage increases compared with a year earlier*

1965 = 100

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*-3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1968 1st quarter	106	*7*	114	*6*	101	*8*	94	*7*	109	*17*	106	*6*	92	*6*
2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*-6*	104	—	124	*5*
1969 1st quarter	109	*3*	126	*11*	98	*-3*	92	*-1*	96	*-12*	104	*-2*	88	*-4*
2nd quarter	115	*5*	128	*8*	106	*3*	103	*6*	113	*6*	107	—	102	*7*
3rd quarter	111	*4*	120	*5*	106	*3*	96	*3*	110	*7*	113	*2*	95	*2*
1968 September	102	*6*	115	*9*	94	*4*	90	*8*	96	*-1*	95	—	95	*19*
October	110	*8*	121	*16*	103	*2*	101	*3*	109	*-1*	102	*3*	101	*3*
November	111	*7*	127	*14*	101	*2*	109	*9*	99	*-4*	97	—	103	*8*
December	125	*2*	127	*8*	124	*-1*	134	*2*	104	*-13*	113	*-2*	168	*5*
1969 January	113	*7*	122	*11*	108	*4*	106	—	110	*-8*	112	*10*	92	*1*
February	106	—	126	*10*	94	*-7*	86	*-4*	92	*-11*	104	*-6*	74	*-14*
March	106	*1*	129	*12*	92	*-7*	86	—	86	*-17*	96	*-9*	98	—
April	114	*3*	132	*10*	103	*-2*	98	*5*	106	*-3*	105	*-4*	98	*-2*
May	118	*4*	130	*8*	111	*2*	108	*12*	113	*6*	113	*-4*	104	*8*
June	113	*9*	124	*8*	106	*9*	104	*2*	120	*15*	103	*9*	105	*16*
July	116	*5*	121	*7*	113	*4*	104	*8*	116	*7*	120	*1*	100	*5*
August	113	*3*	125	*8*	105	—	92	—	110	*5*	115	*-1*	89	—
September	105	*3*	115	—	99	*6*	91	*1*	104	*8*	103	*9*	94	*-1*

Exhibitions and Fairs

BoT sponsors largest ever joint venture at Frankfurt Interstoff

A report from the British Consulate-General, Frankfurt

THE 22ND INTERSTOFF, the largest and most important exhibition of clothing textiles in the world, was held in Halls 1, 2, 2A, 3 and 4 of the Frankfurt Fair Grounds from November 18-21. It occupied a total area of 35,000 square metres and a net stand area of 26,000 square metres. There were on this occasion 529 direct exhibitors, approximately two-thirds of them foreign, and a further 127 firms, all but 28 of them foreign, exhibited individually, mainly through agents or by having goods on show on the stands of other manufacturers.

The truly international character of this clothing textiles exhibition was once again demonstrated amongst the exhibitors. The United Kingdom had the third largest foreign contingent with a total of 73, following closely after Italy (79) and France (74). Austria came fourth with 42 and the remainder, about 80 exhibitors, were from other European countries, from the United States and from Canada.

As on previous occasions there was a joint venture organized by the Board of Trade in collaboration with the Textiles Promotion Consultative Committee. With 47 firms participating it was the largest ever mounted at Interstoff and occupied the whole of Hall 2A, which thus was exclusively British. The information stand of the TPCC with representatives of the Textile Council and the National Wool Textile Export Council in attendance dealt speedily and efficiently with a steady stream of inquiries.

Visitors from 61 countries

The fair was attended by over 18,000 trade visitors, an increase of 25 per cent compared with last November. They came from 61 different countries, the largest numbers being from France, the United Kingdom, Belgium, Switzerland, Sweden, Austria, Italy, Denmark and Spain, in that order.

Almost all of the British exhibitors did good business at this 22nd Interstoff, and many of them are highly optimistic about their chances of obtaining further orders later on, be it from existing customers or from new contacts who placed sample orders during the fair. Once again the EFTA countries were undoubtedly Britain's best customers, with Austria and Switzerland in the forefront this year. Several British exhibitors were able to interest Italian buyers in their fabrics, and one British lace manufacturer said that he had booked a sample order from Spain, a market which French lace manufacturers have virtually monopolized for years past.

German buyers showed much more interest in British fabrics than they have done in recent years, and were obviously anxious to find out how competitive British firms' prices are following the recent revaluation of the Deutschmark.

British exhibitors at the Frankfurt Interstoff were visited by Mr. Roy Mason, President of the Board of Trade. Here Mr. Mason (right) is seen discussing fabrics with Mr. Francis Brown of Selmer of London Ltd. In the background is Mr. Ralph Masters, secretary of the TPCC.

One British exhibitor reported having taken orders for his firm's simulated fur fabrics totalling £450,000, with one single order to the value of £250,000 from an Eastern European country. British firms also booked orders from the United States, Canada, South Africa, the Republic of Ireland, the Netherlands, Belgium and from some South American countries.

The range of fabrics on show at the 22nd Interstoff was a very wide one. It included jerseys, cottons, prints, silks, lace, embroideries, jacquards and many novelty fabrics, such as deep pile simulated furs. A notable feature on this occasion was the excellent business done by exhibitors of jersey fabrics.

A highlight of the fair for many of the British exhibitors was the visit paid to the British stands on November 19 by Mr. Roy Mason, President of the Board of Trade. Accompanied by Sir Roger Jackling, HM Ambassador, and Mr. J. T. Fearnley, HM Consul-General in Frankfurt, the President, making his first visit to an overseas trade fair since his appointment, called at and had a short chat with most of the joint venture exhibitors and those exhibiting independently in other halls.

Although the business done by exhibitors at this 22nd Interstoff naturally varied from firm to firm and product to product the overall results achieved were undoubtedly very good indeed, and demonstrated once again that the British textile industry, traditionally export conscious, continues to hold its own in the face of ever-increasing competition from other countries.

Lord Brown to open Tel Aviv exhibition

LORD BROWN, Minister of State at the Board of Trade with special responsibility for exports, will visit Israel to open the British Engineering and Scientific Exhibition to be held at Tel Aviv from December 9 to 16.

The exhibition is a major event in the Board of Trade's overseas fairs calendar for this year. It takes the form of a joint venture with the London Chamber of Commerce and the Scientific Instrument Manufacturers' Association of Great Britain (SIMA) and will occupy over 60,000 square feet at Tel Aviv's international fair ground. There will be 108 exhibitors, some of them representing more than one company.

The British National Export Council's Committee for Israel has assisted throughout in the organization of the exhibition and has arranged for a special series of lectures by prominent scientists and industrialists.

On exhibition will be: machine tools, scientific instrumentation including control, inspection and measuring equipment, electrical and electronic equipment, and a large range of general engineering equipment. The exhibits will occupy four separate exhibition halls, and an outside site. The display is aimed specifically at scientists, engineers, industrialists and students in these fields, and admission will be by invitation only.

Selling British consumer goods in the United States

UNITED KINGDOM FIRMS are invited by the British Trade Development Office at 845 Third Avenue, New York, NY 10022, to take part in advertising in a publication entitled 'Source Lists of British Consumer Goods to Sell in the USA'. This publication is a buyers' guide to British merchandise and is available to retail outlets including management of major department stores in the United States.

Interested firms should by December 30, 1969, send either a demi-quarto electroplate or a 'Scotch' print taken from an electro of their advertisement to the address given above, together with a remittance of £30 5s. made payable to the British Consulate-General, New York.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

Protective footwear from Britain is examined at the Düsseldorf Industrial Safety Exhibition.

British reproduction furniture attracted strong interest at the Utrecht Furniture Fair.

Specialized industrial safety exhibition in Düsseldorf gives important trading results

by G. R. M. Rogers, Commercial Officer, British Consulate-General, Düsseldorf

THE DÜSSELDORF Industrial Safety and Factory Hygiene Congress and its accompanying exhibition, which took place from November 12 to 18, were organized by the Düsseldorf Municipal Fair authorities, NOWEA, on behalf of several leading German safety associations and institutes. The opening ceremonies were performed by the chairman of the German Industrial Safety Institute, Dr. Ernst Frank.

The Congress itself drew some 3,000 delegates from all over Europe. The exhibition was small by international standards, with 171 firms occupying a net area of 40,000 square feet in two halls, but in view of the continuing high incidence of industrial accidents the importance of this specialized fair and congress should not be underestimated. Industrial safety and industrial hygiene are major problems in all industrial countries.

Five countries outside Germany were represented with 23 exhibitors, including eight firms from Britain, eight from Holland, five from France and one each from Austria and Belgium. Some 10,000 trade visitors saw the exhibition. A variety of different types of industrial safety equipment was shown, with the emphasis on protective gloves, footwear, helmets and clothing, and diagnostic and artificial respiration equipment.

Visitors showed a lively interest in the Board of Trade joint venture stand on which six British manufacturers, under the auspices of the London Chamber of Commerce, showed a wide range of safety products. These included the latest in footwear, scientific instruments and apparatus, dust control equipment, equipment for the preparation of industrial floor surfaces, skin cleansing products and barrier creams and oxygen breathing equipment. The firms concerned were very satisfied with the number of inquiries received both from potential agents and from customers. Few actual orders were taken, as was to be expected at such a specialized trade fair, but these exhibitors all hope to book some substantial business in the future as a result of follow-up action. Two further British firms who exhibited independently, also reported favourably on the level of serious inquiries received.

The next Düsseldorf Industrial Safety and Factory Hygiene Exhibition will take place in 1971.

Design Centre reception for Buying Houses

AN INFORMAL RECEPTION for representatives of London Buying Houses was held by the Council of Industrial Design at the Design Centre, London, on November 25. At the reception CoID's staff explained the role of the council in promoting export trade, and discussed developments in the council's service to Buying Houses.

Mr. Peter Tennant, a member of the CoID's council and director-general of the British National Export Council, during his speech welcomed the recent trend towards acceptance of change and innovation in the industrial design of consumer durables, and underlined the important role of industrial designers in a modern international marketing team.

Future plans

He outlined future plans for promotions aimed at the peak months of the 1970 tourist season – among them the 'Shopping in Britain' exhibition, and the Festival of London Stores. Mr. Tennant also commended the CoID's valuable contributions to British Week trade drives, and the services of the Design Centre itself in finding new suppliers for overseas buyers.

Joint venture at Utrecht furniture fair

A report from the British Embassy, The Hague

THE 12TH International Furniture Fair was held from November 3-8 in all of the six halls of the Royal Netherlands Industries Fairs complex at Utrecht. In this event 644 firms exhibited a full range of domestic furniture, furniture for assembly halls and canteens, furnishing fabrics and mattresses.

Seven foreign countries were represented by firms participating directly on their own stands. the Federal Republic of Germany with 68 firms, Belgium with 42, Italy with 29, Great Britain with 22, France and Spain with two each and one firm from Finland. The net exhibition area was 462,000 square feet, 423,500 sq. ft. being taken up by furniture, 22,000 sq. ft. by furnishing fabrics and 16,500 sq. ft. by mattresses.

Of the 22 direct exhibitors from Britain, 20 firms participated in the joint venture sponsored by the British Furniture Manufacturers' Federated Association in co-operation with the Board of Trade.

The Netherlands provide a ready market for reproduction furniture. It was not, therefore, surprising at 11 firms in the joint venture dispalyed a wide range of serving tables, dining chairs, bookcases, cabinets and some small items in oak, mahogany and walnut. One or two firms were also showing some furniture made of yew.

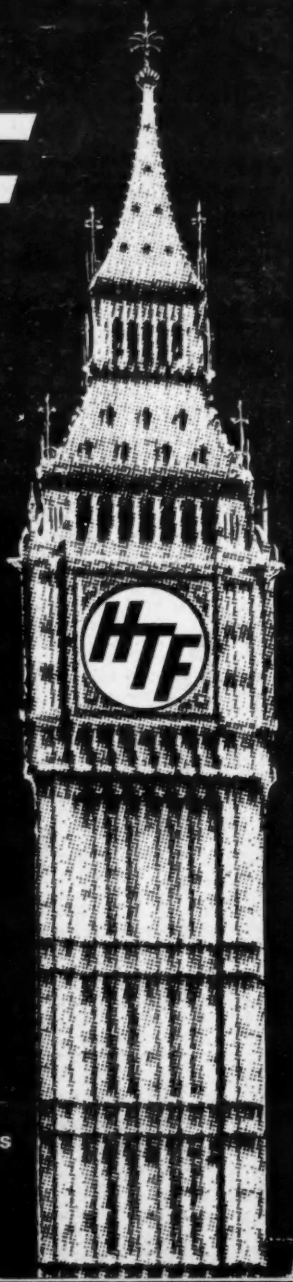
Four firms exhibited upholstered furniture in colours and styles suitable for continental markets; one firm had very attractive modern plastic furniture on show; and another four firms who had co-ordinated their selling efforts displayed reproduction furniture and modern living-room furniture.

In contrast with the previous fair in 1967, when the economic depression in The Netherlands was clearly reflected by the exhibitors' order books, business overall at this year's fair was described as good to very good. It was apparent that the revaluation of the Deutsche Mark had made it attractive for German buyers to place orders with non-German firms.

The British participants in the main expressed themselves as being very satisfied with the interest shown in their products and expected good business to result from their participation in the exhibition. Some of the firms had almost doubled their number of accounts in this country; others had booked firm orders from French, German, Belgium and local buyers. Four firms exhibiting at the fair for the first time had appointed agents at the fair or shortly before it.

On November 5 the British Ambassador, Sir Peter Garran, accompanied by his First Secretary Commercial, visited all exhibitors on the joint venture stands and the two British exhibitors who were participating independently.

Come to the HTF



In January 1970 the International Hardware Trades Fair will be held at Olympia London for the 16th consecutive year. Established as one of the World's great trade fairs, the HTF provides an unrivalled market place for all those engaged in the hardware trade. Hand tools, Housewares, Ironmongery, Hardware, everything involved in equipping and maintaining home and garden are included in the 30,000 products exhibited by manufacturers from 80 different countries. If you are in hardware join the 40,000 buyers who will visit the 1970 HTF. There you will find the goods and make the commercial connections vital to the expansion of your own business.

Your visit will be smoothly organised if you write to :—

Universal Exhibitions Hospitality Service
9 Castle Place,
High Wycombe,
Bucks, England

THE INTERNATIONAL HARDWARE TRADES FAIR OLYMPIA · LONDON 26-30 JANUARY 1970

Remploy, a Government sponsored company set up to provide employment for severely disabled men and women in Great Britain, presented its annual report and accounts last week, together with a small exhibition of products made by its five trade groups. Remploy has been steadily extending its activities in the export field, and has recently broken into the Eastern European market with a sample order for women's knitwear worth £3,500 placed by the Hungarian state buying organization Konsumex. Negotiations to sell knitwear to Poland, Hungary, Rumania and Czechoslovakia are also in progress at the moment. Picture shows Mrs. Barbara Castle, First Secretary and Secretary of State for Employment and Productivity, chatting to Mr. R. T. Mann, Remploy's Knitwear Group general manager, and Mrs. F. M. Jelley, Remploy's knitwear designer, during a reception held in conjunction with the presentation.

Dr. Haydee Castillo, the Venezuelan Minister of Development, stopped at the stand of James Neill and Company (Sheffield) Ltd. during her visit to the British Engineering Week in Caracas (November 17-20). She is seen here talking to James Neill's sales director, Mr. G. W. Ward (far left). On the far right is Sir Donald Hopson, HM Ambassador to Venezuela.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

British stand at Yugoslavia's first business equipment exhibition

A report from the British Consulate-General, Zagreb

BRITAIN was the only country with a combined exhibit at Interbiro, the international business equipment exhibition, which was held in Zagreb from November 10 to 16. The first event of its kind in Yugoslavia, Interbiro drew a wide selection of buyers not only from Yugoslavia, but also from Poland, Czechoslovakia, Bulgaria, Hungary and East Germany, and most exhibitors, including the British, left well satisfied.

There were about 200 exhibitors from 19 countries, housed in three pavilions with a total of 20,000 square metres. The British joint venture was organized by the Business Equipment Trade Association in collaboration with the Board of Trade and included 11 firms (Addressograph-Multigraph Ltd., Alacra Ltd., Block & Anderson Ltd., Percy Boydon Ltd., Crosfield Business Machines Ltd., Dictaphone Company Ltd., Gestetner Ltd., International Computers Ltd., Kode Ltd., Lamson Industries Ltd., Letraset Ltd.), while Copycat and Rank Xerox exhibited separately.

Rank Xerox, who have been steadily cultivating the Yugoslav market, did extremely well and by the end of the exhibition had a number of valuable new orders in sight, amounting to £100,000.

Gestetner had also sold all the equipment on their stand and foresaw difficulties only in meeting the rising demands, from Yugoslav Chambers of Commerce, Government departments and commercial. organizations.

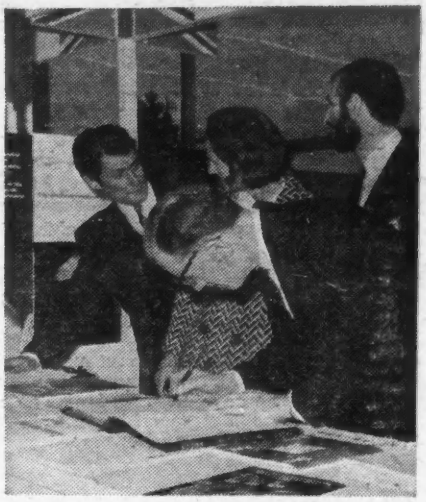
Crosfields were also in the final stages of important negotiations with banks and other users of large-scale data-collecting machinery from Yugoslavia and other East European countries.

Addressograph-Multigraph were well satisfied with the wide range of Yugoslav industries represented by the buyers who came to examine their machines, and Bell Punch expect shortly to finalize a contract to supply ticket-vending machines to a Yugoslav company.

Lamsons, who exhibited at the Zagreb Autumn Fair last year, reported steadily increasing business with even better prospects for next year.

The greatest public interest was focused in the computer pavilion where IBM, ICL, Bull, Univac, Nixdorf and other large scale firms had impressive displays. ICL recently sold a large System 4-50 computer to the Yugoslav oil company, INA of Zagreb, which is due to become operational in December.

Sir Terence Garvey, the British Ambassador to Yugoslavia, visited the stands on November 11, and subsequently attended a reception given by BETA for prominent Yugoslav business people.



HE Sir Terence Garvey, British Ambassador to Yugoslavia, signs the visitors' book at the BETA information stand at Interbiro, Zagreb. Behind him are, left to right: Mr. Jonathan Sulkin of Letraset (Export) Ltd.; Lady Garvey; and Mr. Michael J. E. Lovick, assistant exhibitions manager of BETA.

British tanners continue North American trade drive

A report from the British Trade Development Office, New York

TANNERS FROM BRITAIN were again in New York earlier this month participating in another trade fair offering opportunities for British leathers. On this occasion a group comprising some of the leading exporters in the industry took part in the Leather and Allied Industries Exposition at the New York Hilton Hotel on November 11 and 12. The group participation was organized by the Leather Institute under joint venture terms with the Board of Trade.

The event, more generally known in the United States as the Leather Fair, is sponsored by the Tanners Council of America and held twice yearly in May or June for the spring market and in October or November for the fall market. British tanners have been taking part in the show since it was first thrown open to overseas exhibitors in 1966 and have found it valuable for penetrating the market. Whilst most have agents representing them over here the personal contacts made at the fair between producers and customers are considered an important factor in maintaining a foothold in the market. The occasion also provides good opportunity for gaining new customers whose plants can be visited after the show.

Although North American manufacturers buy more leather from Britain than any other country and British tanners sell more leather to North America than anywhere else, it is nonetheless a highly competitive market demanding keen pricing and close attention to delivery performance. Despite a substantial fall in leather requirements due to retrenchments in the American footwear and leather-goods industries, the British tanners continued to find a firm market for their high quality and speciality leathers. Even so, the two-day trade fair was noticeably less well attended by buyers, thus making competition among suppliers even keener than usual.

Guy Reaks, a director of the Leather Institute who attended the fair, reported that the British tanning industry, whose export performance continues to rank among the highest in the country, had already exceeded the five-year target set for the American market in 1966 and that the future held promise of still greater export achievements. Further joint venture participation in American trade fairs is being planned for next year by the Leather Institute. Some of these events will then be taking place in Atlantic City where the Tanners Council of America will be joining forces with the organizers of American footwear manufacturers' exhibitions in holding concurrent trade events on the lines of the Paris 'Semaine du Cuir'.

British exhibitors plan for 1970 trade boost in Argentina

IN THE two months since plans for the British Industrial Exhibition in Buenos Aires (November 5 to 15, 1970) were first announced a total of 156 companies have either submitted formal applications for space or have indicated that they are interested in participating in the exhibition.

The organizers, Industrial and Trade Fairs International Ltd., say that the number of applications for space at this major exhibition is now a third greater than at the comparable stage prior to the Sao Paulo exhibition held in Brazil last March – and that was one of the most successful events of its kind ever held in that part of the world.

Initial applications reflect just a sample of the very wide range of industries which will be represented at Buenos Aires in 1970. They include companies producing all kinds of scientific instruments, steel products, hydraulic equipment, food processing plant, power press safety and handling gear, telecommunications equipment, agricultural machinery, aircraft and associated equipment, packaging machinery, printing machinery, compressors, rock drills, hydraulic excavators, earthmovers, cranes, containers, diesel engines for various industries, photographic equipment, textile machinery, machine tools and accessories, and speciality chemicals, and banking facilities. Licensing processes and technical know-how agreements will also be offered.

An important aspect of the planning of the exhibition is the continuing series of visits to Argentina by a special marketing team of the organizers. This is designed to make sure that not only British manufacturers but also their on-the-spot agents and distributors, who are in immediate touch with local needs and current conditions, are kept fully briefed on the scope and progress of the exhibition programme.

An intensive publicity campaign is being planned so that full details of the equipment to be shown are widely known to all the senior engineers, businessmen and trade buyers – as well as members of the public – who will be visiting the British Industrial Exhibition during the 11 days it will remain open.

To help in selling specific products, British manufacturers are being offered an unusual market research service in connection with the exhibition. They may submit to the organizers, on a special form provided, details of products which they propose to introduce into Argentina. These are passed to the British Embassy in Buenos Aires who will prepare a brief report on marketing prospects for the equipment or goods, together with any special factors (e.g. local competition, tariffs, etc.) affecting them. This is then forwarded to the Export Services Branch of the Board of Trade in London for further comment, and the manufacturer is then supplied with an expert and up-to-date view of the market potential.

Argentine business interests have welcomed the prospect of restoring once more the very high level of trade that once linked the two countries. The Argentine-British Trade Commission was set up earlier this year to foster and promote more two-way trade and meetings to discuss various aspects of this are held periodically in London and Buenos Aires.

The British Industrial Exhibition is being sponsored by BNEC Latin America. It is being organized by Industrial and Trade Fairs International Limited, with the support of the Board of Trade.

Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on November 5, 1969)

The next full supplement will be published on March 4, 1970

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(a) GENERAL

AMENDMENT – 1970

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – The dates for this event are September 6-13, 1970
(Miss F. King, Ext. 7092)

ADDITIONS – 1970

Milan: INTERNATIONAL SAMPLES FAIR – April 14-25, 1970
A Joint Venture of jewellery firms sponsored by the London Chamber of Commerce.
(Miss F. King, Ext. 7092)

Buenos Aires: BRITISH INDUSTRIAL FAIR (BA '70) – November 5-15, 1970
Enquiries about participation in this event should be addressed to Industrial and Trade Fairs International Ltd., Commonwealth House, 1-19, New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

ADDITIONS – 1971

Sydney: INTERNATIONAL TRADE FAIR – August 13-22, 1971
The Board of Trade is prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext 7093)

Paramaribo: SURINAM TRADE FAIR – September-October, 1971
A possible Official Information Stand.
(Miss F. King, Ext 7092)

(b) SPECIALIZED

DELETE – 1970

Chicago: PLANT ENGINEERING AND MAINTENANCE SHOW – April 27-30, 1970

Madrid: INTERNATIONAL AGRICULTURAL LIVESTOCK FAIR (Feria del Campo). May 20-June 7, 1970

Osaka: INTERNATIONAL PRINTING MACHINERY AND EQUIPMENT EXHIBITION – May 21-27, 1970

Zurich: INTERNATIONAL CONGRESS AND EXHIBITION OF EQUIPMENT FOR THE DISABLED – June 1-6, 1970

Cleveland: NATIONAL DIE-CASTING EXPO AND CONGRESS – November 16-19, 1970

AMENDMENTS – 1970

New York: DISPLAY OF BRITISH MEN'S WEAR – February 4-11, 1970
The dates should read: January 27-31, 1970

Seen on the stand of Gomshall and Associated Tanneries at the recent International Leather Fair in Paris are (right) Mr. Christopher Soames, HM Ambassador to France, with (centre) Mr. J. G. Swanson general manager of Gomshall's. With them is a hostess wearing a trouser suit in 'Jungle Suede', the company's successful new clothing leather.

Paris: EUROPEAN MENSWEAR EXHIBITION – February 7-10, 1970
This entry should be amended to read:
A joint venture with the British Menswear Guild.
(Miss D. Wilmot, Ext. 7211)

Melbourne: INTERNATIONAL CONTROL ELECTRONICS TELECOMMUNICATIONS INSTRUMENT AND AUTOMATION EXHIBITION (CETIA) – February 23-27, 1970
This entry should be amended to read:
A joint venture with the London Chamber of Commerce.

Budapest: BRITISH ENGINEERING WEEK – March, 1970
The dates of this entry should be amended to read: March 16-20.
(J. R. Schaffer, Ext. 7246)

Paris: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS – April 3-8, 1970
This entry should be amended to read:
A joint venture with the Radio and Electronic Component Manufacturers Federation. Firms interested in participation should contact the Federation.
(Miss D. Wilmot).

MUNICH FASHION WEEK – April 5-9, 1970
This entry should be amended to read:
A joint venture with the Clothing Export Council. Firms interested should contact the Council.
(Miss H. McKinlay, Ext. 7203).

Detroit: TOOL EXPOSITION (ASTME) – April 13-17, 1970
A joint venture with the Machine Tool Trade Association. Firms interested in participation should contact the Association.
This should read:

Detroit: TOOL EXPOSITION (ASTME) – April 13-17, 1970
A joint venture with the Machine Tool Trades Association.
(P. J. Dring, Ext. 7097)

Budapest: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – April, 1970.
The dates should be amended to read:
April 22-27.
(J. R. Schaffer, Ext. 7246)

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 26-30, 1970
This entry should be amended to read:
A joint venture with the Clothing Export Council. Firms interested should contact the Council.
(Miss H. McKinlay, Ext. 7203)

Cleveland: MINING CONGRESS AND COAL SHOW – May 11-14, 1970
A possible joint venture with the Association of British Mining Equipment Exporters.
This should read:
A probable joint venture with the Association of British Mining Equipment Exporters.

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION – May 24-28, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested should contact the Chamber.
(P. J. Dring, Ext. 7097)
This should read:
A probable joint venture with the London Chamber of Commerce.
(D. J. Dring, Ext. 7097)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) INLEGMASH 70 – June 2-16, 1970.
This entry should be amended to read:
The Board of Trade will organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

New York: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE – June, 1970
The dates should read:
June 10-12, 1970.

Rio de Janeiro: BRITISH ENGINEERING WEEK – June 1970
This entry should be amended to read:
June 15-18, 1970.

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF)
The dates for this event should be amended to read:
September 5-8, 1970.

Madrid: WORLD POULTRY CONGRESS AND EXHIBITION
The dates for the Congress remain September 6-12, 1970.
The dates for the Exhibition should be amended to read:
September 5-20, 1970.
(Miss F. King, Ext. 7092)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR
The dates should be amended to read:
September 11-13, 1970.

Louisville: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September, 1970
A probable joint venture with the Machine Tool Trade Association. Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7095).
The dates should be amended to read:
September 12-16, 1970,
and the telephone extension should be amended to read:
(P. J. Dring, Ext. 7097).

Chicago: MARINE TRADES EXHIBITS AND CONFERENCE – September 1970
This should be amended to read:
Detroit: MARINE TRADES EXHIBIT AND CONFERENCE – September 25-28, 1970

Novosibirsk: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – September 1970
A joint venture with the Scientific Instruments Manufacturers Association.
(J. R. Schaffer, Ext. 7246)

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA)
The dates should be amended to read:
October 3-11, 1970.

Munich: FASHION WEEK – October 4-8, 1970
This entry should be amended to read:
A probable joint venture with the Clothing Export Council. Firms interested should contact the Council.
(Miss H. McKinlay, Ext. 7203)

New York: NATIONAL HARDWARE SHOW – September-October 1970
The dates should be amended to read:
October 12-15, 1970

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29, 1970
This entry should be amended to read:
A probable joint venture with the Clothing Export Council. Firms interested should contact the Council.
(Miss H. McKinlay, Ext. 7203)

Helsinki: FOOD FAIR – November 11-15, 1970
This entry should be amended to read:
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(A. G. Pearson, Ext. 7207).

ADDITIONS – 1970

Toronto: CANADIAN HARDWARE SHOW – February 9-12, 1970
A probable joint venture with the Hardware Manufacturers Association.
(Miss G. Adams, Ext. 7204)

Milan: FUR FAIR (COMIS PEL) – March 19-23, 1970
A joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss F. King, Ext. 7092)

Singapore: INTERNATIONAL BOOK FAIR – April 2-7, 1970
A possible joint venture with the Book Development Council. Firms interested in participation should contact the Council.
(Mrs. I. M. Janzen, Ext. 7093)

Lima: INTERNATIONAL TRADE FAIR FOR THE FISHING AND FOOD INDUSTRIES (TECNOPAN '70) – April 6-12, 1970
The Board of Trade are prepared to consider joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 7092)

Gothenburg: INTERNATIONAL EXHIBITION FOR OFFICE AND SHOP FITTINGS AND EQUIPMENT (INREDNING) – April 7-12, 1970
Possible joint ventures with:
(1) Business Equipment Trade Association
(2) Federation of British Carpet Manufacturers.
Firms interested in participation should contact the appropriate trade association.
(Miss J. M. Coker, Ext. 308)

Prague: PLASTIC MATERIALS IN THE BUILDING INDUSTRY – April 11-18, 1970
A possible joint venture with the appropriate trade association.
(B. L. Banks, Ext. 7213)

Helsinki: INTERNATIONAL HOME AND LEISURE EXHIBITION (HABITARE '70) – April 17-26, 1970.
A possible joint venture with the Federation of British Carpet Manufacturers and possible joint ventures with other appropriate trade associations. Firms interested in participation should contact the Board of Trade.
(A. G. Pearson, Ext. 7207).

San Francisco: NATIONAL MICROFILM ASSOCIATION – April 26-May 1, 1970
A joint venture with the Drawing Office Material Manufacturers and Dealers Association.
(Miss G. Adams, Ext. 7204)

Oslo: INTERNATIONAL POWER SYSTEM FAIR (NOR-POWER) – May 18-23, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their trade association.
(R. J. Ager, Ext. 7205)

Helsinki: INTERNATIONAL TRANSPORT EXHIBITION (TRANSPORT 70) – May 22-25, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(A. G. Pearson, Ext. 7207)

Montreal: PLANT, ENGINEERING AND MAINTENANCE SHOW – May 28-30, 1970
A joint venture with the Federation of British Hand Tool Manufacturers.
(Miss G. Adams, Ext. 7204)

Curacao (Netherlands Antilles): CARIBBEAN HOTEL ASSOCIATION 12TH ANNUAL GENERAL MEETING AND TRADE DISPLAY – June 3-7, 1970
A possible joint venture with the British Hotel and Public Building Equipment Group Ltd. Firms interested in participation should contact the Group.
(Miss G. Adams, Ext. 7204)

Sao Paulo: BRITISH ENGINEERING WEEK – June 23-27, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss F. King, Ext. 7092)

Johannesburg: SOUTH AFRICAN BUILDING EXHIBITION – August 5-13, 1970
Possible joint venture with the Building Materials Export Group.
(K. R. Timmins, Ext. 7104)

Prague: INTERNATIONAL EXHIBITION OF APPARATUS AND EQUIPMENT 'ANAESTHESIOLOGY' – August 31-September 4, 1970
A possible joint venture with the British Hospitals Export Council. Firms interested in participation should contact the Council.
(B. L. Banks, Ext. 7213)

Jonkoping: INTERNATIONAL EXHIBITION OF WATER POLLUTION SEWAGE TREATMENT – September 2-9, 1970
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their trade association.
(R. J. Ager, Ext. 7205)

Mexico City: THE WORLD VETERINARY CONGRESS – September 19-26, 1971
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 7092)

New York: INTERNATIONAL SHIPPING CONTAINERIZATION AND MARINE ENGINEERING EXPOSITION – September 28-October 1, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss J. M. Coker, Ext. 318)

Santa Cruz (Bolivia): AGRICULTUPAL ANIMAL INDUSTRIAL AND COMMERCIAL EXHIBITION – September 1970
A possible Official Information Stand.
(Miss F. King, Ext. 7092)

Helsinki: BRITISH MOTOR SHOW – October 14-19, 1970
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(A. G. Pearson, Ext. 7207)

Johannesburg: 'WATER '70' – October 15-20, 1970
Possible joint venture with the appropriate trade associations. Firms interested in participation should contact their associations.
(K. R. Timmins, Ext. 7104)

Zagreb: INTERNATIONAL PRESS AND PAPER EXHIBITION 'INTERGRAFIKA' – October 19-25, 1970
A possible joint venture with the appropriate trade association.
(B. L. Banks, Ext. 7213)

Philadelphia: INSTRUMENT SOCIETY OF AMERICA SHOW – October 26-29, 1970
A possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss G. Adams, Ext. 7204)

Stockholm: TECHNICAL FAIR – October, 1970
Possible joint venture with the London Chamber of Commerce. Firms interested in participation should contact the London Chamber.
(Miss J. M. Coker, Ext. 308)

ADDITIONS – 1971

Cape Town: INTERNATIONAL STAMP EXHIBITION – 'R.S.A. 10' – May 22-31, 1971
A probable joint venture with the Philatelic Traders Society.
(K. R. Timmins, Ext. 7104)

(c) BRITISH WEEKS AND STORE PROMOTIONS

AMENDMENTS – 1970

The Myer Emporium Ltd. – Australia, 1970

Dates of events should read:
Melbourne – February 16-21.
Sydney – March 2-7.
Adelaide – March 16-21.
Brisbane – April 13-18.

Finland: 'BRITAIN IN FINLAND – 1970' TRADE DRIVE
As part of the Trade Drive, store promotions will be held from September 25-October 8, 1970, in Helsinki and a number of provincial centres. The store groups already taking part are:
Elanto
Kesko
Otk
Pukeva
Rautakonttori
Sok
Stockmann
Tuko
In addition Asko at Lahti and Jyväkylä, City Tavaratalo at Oulu and Kotilainen at Joensuu are participating. The Aleksanterinkatu street association Helsinki, is arranging support from its members who are not part of the groups mentioned above.
(P. Holmes, Ext. 7243)

Stockholm, Sweden: METRO STORE PROMOTION – February 26-March 4, 1970
Metro-Butikerna AB will hold a British promotion in 64 branches of their food supermarket and self-service chain. Particulars of their interest in food supplies were given in the *Board of Trade Journal* on October 29 (page 1187). Interested exporters should approach Direktor Senke at Metro Butikerna AB, Strandbergsgatan 57, 115 28, Stockholm, Sweden (Tel. 08/54 01 00).
(Miss J. M. Coker, Ext. 308)

Sweden: BRITISH SHOPPING WEEKS, 1970
Delete P. Holmes, Ext. 7243
Insert Miss M. M. Wood, Ext. 7244.

ADDITIONS – 1970

Luxembourg City: GRANDS MAGASINS MONOPOL S.A. – April 1970
This store, the largest in the country, will feature in its promotion, ladies' wear, menswear, knitwear, leathergoods and perfumery. The London Buying House is Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1 (Tel. 01-629 8805).
(T. E. Kerfoot, Ext. 7011)

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:–

Eastern Europe, including Eastern Germany	7246
Cologne, Dortmund, Düsseldorf, Essen, Hamburg	225
Other towns in Western Germany	7180
France, Denmark, Iceland, Norway	7205
Finland, Sweden	7207
South & Central America, Austria, Belgium, Cyprus, Greece, Irish Republic, Italy, Luxembourg, Malta, Netherlands, Portugal, Spain, Switzerland, Turkey	7092
Africa, Asia, Australia, New Zealand	7099
United States (Mid-West & West Coast only)	265
Rest of United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1970

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – March 15-17

PARIS: INTERNATIONAL PAPER, PRINTING AND ALLIED TRADES EQUIPMENT EXHIBITION – May-June

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PAPER AND PRINTING (GEC) – October

Amendments – 1970

MILAN: INTERNATIONAL TOY FAIR
The dates of this event should be amended to read February 1-8.

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR
The dates of this event should be amended to read March 12-23.

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September
The dates should be amended to read April 5-10.

GOTHENBURG: INTERNATIONAL EXHIBITION FOR OFFICE AND SHOP FITTINGS AND EQUIPMENT – April 7-12
Applications should be made to John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

FLORENCE: INTERNATIONAL HANDICRAFTS EXHIBITION
The dates of this event should be amended to read April 24-May 7.

FOGGIA: AGRICULTURAL FAIR
The dates of this event should be amended to read April 30-May 8.

GOTHENBURG: INTERNATIONAL SWEDISH TRADE FAIR – May 9-18
The telephone number of the contact should read 01-636 9325.

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR
The dates of this event should be amended to read May 23-June 7.

PADUA: INTERNATIONAL SAMPLES FAIR
The dates of this event should be amended to read May 29-June 9.

FLORENCE: SHOE AND LEATHER FAIR
The dates of this event should be amended to read September 3-8.

MILAN: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF)
The dates of this event should be amended to read September 5-8.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR
The dates should be amended to read September 11-13.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION
The dates of this event should be amended to read September 12-20.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS, UNDERWEAR AND SWIMWEAR
The dates should be amended to read September 17-20.

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKING
The dates of this event should be amended to read September 26-October 4.

TURIN: INTERNATIONAL MOTOR SHOW
The dates of this event should be amended to read October 28-November 8.

MILAN: INTERNATIONAL AND AUTOMATION FAIR
The dates of this event should be amended to read November 20-26.

Additions – 1970

PRAGUE: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINE ACCESSORIES (ORGATECHNIKA '70) – February 12-20
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

ZAGREB: INTERNATIONAL WELDING EXHIBITION – March 2-7
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

BUDAPEST: BRITISH ENGINEERING WEEK – March 16-20
Apply, London Chamber of Commerce, 69 Cannon Street, London, EC4 (Tel. 01-236 9431).

BUCHAREST: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – March 16-21
Apply, Scientific Instrument Manufacturers Association, Sima House, 20 Peel Street, London, W8 (Tel. 01-727 2614).

PRAGUE: 2ND INTERNATIONAL COMPUTER AND DATA PROCESSING SHOW (INCOMEX '70) – March 17-31
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

OSLO: HOUSEHOLD TEXTILES EXHIBITION – April 6-10
Applpy, Herr Nils Ekjord, Oslo Import and Export Agents Association, Tollbugaten 4, Oslo 1.

PRAGUE: 3RD INTERNATIONAL EXHIBITION OF HI-FI EQUIPMENT (HI-FI EXPO '70) – April 10-19
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

ZAGREB: INTERNATIONAL SPRING FAIR – April 18-26 (Varous commodity group sections)
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

OSTRAVA: INTERNATIONAL EXHIBITION OF MATERIALS HANDLING (INTRAMA '70) – April 20-29
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

BRNO: INTERNATIONAL FAIR OF CONSUMER GOODS – April 21-28
Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

BUDAPEST: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – April 22-27
Apply, Scientific Instrument Manufacturers Association, Sima House, 20 Peel Street, London, W8 (Tel. 01-727 2614).

PRAGUE: 1ST INTERNATIONAL AGRICULTURAL SHOW 'AGROPRAHA '70' – April 23-May 7
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

RENNES: RENNES FAIR – April 25-May 4
Apply, M. Machenaud, 48 Boulevard Magenta, Rennes (Ille-et-Villaine 35).

PLZEN: THE WORLD OF CHILDREN EXHIBITION – May 9-24
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel 01583 7034).

OSLO: INTERNATIONAL POWER SYSTEM FAIR (NOR-POWER) – May 18-23
Apply, Secretariat Konsulent Firmaet Knut B. Andersen Torggt 10, Oslo, 1.

HELSINKI: INTERNATIONAL TRANSPORT EXHIBITION (TRANSPORT 70) – May 22-25
Apply, Suomen Kuljetustaloudellinen Yhdistys, Helsinki.

BERLIN: INTERNATIONAL CRYOGENICS CONGRESS AND EXHIBITION – May 25-27
Apply, Dr. G. Klipping, Fritz-Haber Institut der Max-Planck Gesellschaft, Faradweg 4-6, 1 Berlin 33 (Dahlem).

ZAGREB: 19TH INTERNATIONAL LEATHER, RUBBER AND FOOTWEAR WEEK – May 25-31
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PRAGUE: 2ND INTERNATIONAL EXHIBITION OF FOOD EQUIPMENT 'ALIMA 70' – June 1-10
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

(Continued on next page)

MOSCOW: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) INLEGMASH '70 – June 2-16
Apply, Department of International and Foreign Exhibitions in the USSR, 1a Sokolnicheski Val, Moscow B-232.

PRAGUE: MAN AND CAR – June 26-July 5
Apply, Interpress Exhibitions & Publicity, Department Park Kultars & Oddechu Praha 7 – Holeaovice.

PLZEN: 5TH EXHIBITION OF FOOD PRODUCTS AND OF EQUIPMENT FOR FOOD CATERING AND TOURISM 'EX PLZEN' – June/July
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

PRAGUE: INTERNATIONAL EXHIBITION OF ANAESTHETIC APPARATUS AND EQUIPMENT 'ANAESTHESIOLOGIE' – August 31-September 4
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

BRNO: INTERNATIONAL TRADE FAIR – September 5-14
Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W1 (Tel. 01-734 0855).

BERLIN: INTERNATIONAL CONGRESS AND EXHIBITION OF COIN-OPERATED AMUSEMENT MACHINES – September 7-10
Apply, Berliner Ausstellungsbüro, 1 Berlin 15.

PRAGUE: INTERNATIONAL EXHIBITION OF SURGICAL INSTRUMENTS, EQUIPMENT AND PHARMACEUTICS 'CHIRUGIE' '70 – September 8-10
Apply, Made In (Publicity), 92 Fleet Street, London, EC4 (Tel. 01-583 7034).

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 10-20
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

MOSCOW: CHEMISTRY EXHIBITION (KHIMIYA '70) – September 10-24
Apply, Department of International and Foreign Exhibitions in the USSR, 1a Sokolnicheski Val, Moscow B-232.

PLOVDIV: INTERNATIONAL FAIR – September 20-29
* Apply, Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.

OSLO: KNITWEAR EXHIBITION – September
Apply, Herr Nils Ekjord, Oslo Import and Export Agents Association, Tollbugaten 4, Oslo 1.

NOVOSIBIRSK: BRITISH EXHIBITION OF SCIENTIFIC INSTRUMENTS – September
Apply, Scientific Instrument Manufacturers Association, Sima House, 20 Peel Street, London, W8 (Tel. 01-727 2614).

BUCHAREST: INTERNATIONAL TRADE FAIR – October 13-25
Apply, Chamber of Commerce of the Socialist Republic of Rumania, International Fair Board, 1 Scinteia Square, Bucharest.

ZAGREB: INTERNATIONAL EXHIBITION OF PRESS AND PAPER (INTERGRAFIKA) – October 19-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

PRAGUE: INTERNATIONAL EXHIBITION OF HOUSEHEATING (HOUSEHEATING '70) – October
Apply, Rapid Advertising Agency, Mice 28, Rijna 13, Prague, 1.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – November 11-14
Apply, Mitam, Galleria San Babila H/D Milan.

Amendments – 1971

GOTHENBURG: MEDICAL CARE AND HEALTH EXHIBITION – March 10-14
The dates should be amended to read October 8-14.

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March
Dates should be amended to February 27-March 7.

PARIS INTERNATIONAL CHINA GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – September
The date should be amended to read April.

Additions – 1971

BORDEAUX: INTERNATIONAL EXHIBITION ON THE EXPLOITATION OF THE OCEANS (OCEANEXPO) – March 9-14
Apply, Oceanexpo, 9 Rue de la Michodiere, Paris, 2e.

STOCKHOLM: INTERNATIONAL SPORTS CAR SHOW (AND CARAVANS) – March
Apply, Mr. Picko Troberg, Grevgatan 4, 114 53 Stockholm.

STUTTGART: INTERNATIOAL HOSPITAL EXHIBITION (INTERHOSPITAL 71) – May 11-14
Apply, C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

BERLIN: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – August/September
Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1969

SAO PAULO: AGRICULTURAL TECHNIQUE TRADE FAIR – FETAG AND FIRST INTERNATIONAL FOOD TRADE FAIR – November 22-December 7
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

Deletions – 1970

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 30

NEW YORK: EXPOSITION OF CHEMICAL INDUSTRIES – December 1-5

Amendment – 1970

SYDNEY: INTERNATIONAL TRADE FAIR
The dates should be amended to read August 12-21.

Additions – 1970

SAO PAULO: NATIONAL LEATHER TRADE FAIR – January 24-February 1
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

CALCUTTA: EXHIBITION OF MINING MACHINERY AND SPARE PARTS – January
Apply, Shri A. Banerjee, Joint Deputy Coal Controller and Member-Secretary, Exhibition Seminar Committees, 1 Council House Street, Calcutta 1, India.

TOKYO: JAPAN ELECTRONICS SHOW – April 10-20
Apply, The Japan Electronics Show Association, Tosho Building, 14 Marunouchi, 3-Chome, Chiyoda-Ku, Tokyo.

CAIRO: INTERNATIONAL FAIR FOR INDUSTRY – May 2-22
Apply, Ministry of Economy and Foreign Trade, General Organization for International Exhibitions and Fairs, Exhibition Ground, Guezira/Cairo.

SAO PAULO: USE – OFFICE EQUIPMENT AND SERVICES TRADE FAIR – May 16-24
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

SAO PAULO: BRAZILIAN TEXTILE TRADE FAIR (FENIT) – August 8-23
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60 Sao Paulo, Brazil.

CANBERRA: THIRD ASIAN AND AUSTRALIAN CONGRESS OF ANESTHESIOLOGY – September 19-23
Apply, The Organizing Committee, III AACA, 1970, Department of Anaesthetics, The University of Sydney, New South Wales, Australia, 2006.

ALGIERS: INTERNATIONAL FAIR OF ALGIERS – September
Apply, Ministry of Commerce, International Fair of Algiers, Algiers.

TOKYO: MAINTENANCE AND CHEMICAL SHOW – October 5-10
This show comprises the following shows: (1) The Material Management Show; (2) The National Plant Engineering and Maintenance Show; (3) The Heating, Air-conditioning and Sanitary Engineering Exhibition; (4) The Chemical Plant Engineering Show.
Apply, Japan Management Association, 25, Shiba Park, Minato-Ku, Tokyo.

SAO PAULO: CHILDREN'S SHOW – October 10-25
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilo Machado, 60 Sao Paulo, Brazil.

BAGHDAD: INTERNATIONAL TRADE FAIR – October
Apply, Ministry of Economics, Directorate-General of Exhibitions and Trade Fairs, Baghdad.

NAGOYA: THE 18TH NAGOYA WOODWORKING MACHINERY AND EQUIPMENT FAIR – November 1-8
Apply, Chubu Woodworking Machinery Manufacturers Association, 5-36 Iwaidori, Naka-ku, Nagoya, Japan.

JOHANNESBURG: PLASTIC '70 – November 16-21
Apply, South African Exhibition Organizers (Pty.) Ltd., PO Box 2900, Johannesburg.

Additions – 1971

SAO PAULO: NATIONAL LEATHER TRADE FAIR – January/February
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilo Machado, 60 Sao Paulo, Brazil.

MELBOURNE: 6TH INTERNATIONAL ENGINEERING SHOW – August 2-7
Apply, General Exhibitions, Fairs & Convention (VIC) Pty., Ltd., 392 St. Kilda Road, Melbourne.

SAO PAULO: BRAZILIAN TEXTILE TRADE FAIR (FENIT) – August
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilo Machado, 60 Sao Paulo, Brazil.

MELBOURNE: 2ND INTERNATIONAL MINING CONSTRUCTION AND MATERIALS HANDLING SHOW – September 27-October 2
Apply, General Exhibitions, Fairs & Conventions (VIC) Pty. Ltd., 392 St. Kilda Road, Melbourne.

PARAMARIBO: SURINAM TRADE FAIR – October
Apply, Commercial Department, British High Commission, 44 Main Street, PO Box 625, Georgetown, Guyana.

SAO PAULO: CHILDREN'S SHOW – October
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilo Machado, 60 Sao Paulo, Brazil.

SAO PAULO: AGRICULTURAL TECHNIQUE TRADE FAIR (FETAG) – November/December
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilo Machado, 60 Sao Paulo, Brazil.

Additions –1972

TOKYO: JAPAN ELECTRONICS SHOW – October
Apply, The Japan Electronic Show Association, Tosho Building, 14 Marunouchi, 3-Chome, Chiyoda-Ku, Tokyo.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1970

LONDON: INTERNATIONAL FURNITURE SHOW
The dates of this event should be amended to read February 2-3 (Trade Section), 4-14 (Public Section).

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION
The dates of this event should be amended to read September 15-18.

Additions – 1970

LONDON: AUTOMATIC LABORATORY TECHNIQUES EXHIBITION (ALTEX) – January 27-29. At RHS New Hall
† Apply, Gerald Mann (Altex) Ltd., 1-3 Astoria Parade, London, SW16 (Tel. 01-769 7766 (3 lines)).

LONDON: REINFORCED PLASTICS EXHIBITION – June 1-5. At Earls Court
† Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

EDINBURGH: ROYAL HIGHLAND SHOW – June 23-26. At Ingliston, near Edinburgh
* Apply, Royal Highland and Agricultural Society of Scotland, 8 Eglinton Crescent, Edinburgh 12 (Tel. 031-225 6106/7).

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 16-20. At Russell Hotel and the Bloomsbury Centre
* Apply, Association of Musical Instrument Industries, 62 Park View, Hatch End, Middlesex (Tel. 01-527 1171).

LONDON: INTERNATIONAL GIFTS FAIR – August 17-20. At Earls Court
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford, Essex (Tel. 01-599 0175).

LONDON: 23RD ENGINEERING EXHIBITION – November 10-12. At RHS New Hall
* Apply, Engineering Industries Association, 3-7 Portman Square, London, W1H OAE (Tel. 01-935 2241).

Addition – 1971

LONDON: INTERNATIONAL FILTRATION AND SEPARATION EXHIBITION AND CONFERENCE (FILTECH '71) – September 28-October 1
† Apply, Filtech Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 1LB (Tel. 01-686 6339).

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** – *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Felipe may not know much about export finance...

but he could tell you the way to 'THE CHARTERED BANK'

The Chartered Bank's branch is as much a part of Manila as the highly decorated 'Jeepnies' which scurry around the city or the Intramuros—the old walled part of the town. And there are branches in Cebu and Iloilo, too. The Chartered Bank with its subsidiaries and associates forms the largest British banking group in the East, where it has operated for more than a century.

Each office is a local bank, whether in the Middle East or Asia, or in Europe or America. Each too is an international bank, keeping its expert knowledge readily available to the other members of the group. As a result here in the United Kingdom we can offer an unrivalled information service covering export and investment opportunities abroad.

We have an efficient Trade Promotion Department specialising in services to the exporter. If these services interest you please contact any of our branches in London, Manchester, or Liverpool.

The Chartered Bank Group

Head Office: 38 Bishopsgate, London, E.C.2.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Fiji

BRITAIN is providing a grant of £1,978,625 to build a new divisional hospital in Lautoka. The new hospital will replace an existing hospital and will provide over 300 beds.

The design comprises a main 5-storey ward block and a single-storey block containing clinical services and out-patients' departments. The maternity unit is a single-storey building joined to the main ward block.

The new hospital will provide comprehensive general medical, surgical, maternity and geriatric services. These will include the provision of 'general practitioner' type treatment for out-patients; hospital accommodation for people living within its immediate area; specialist out-patient services for patients referred from other medical units within the overall catchment area, and in-patients who cannot be dealt with by district and rural hospitals.

The construction of the hospital may take about three to four years to complete and Messrs. Kenneth Scott Associates of London are retained as consulting architects for the planning of the hospital.

Inquiries relating to this notice should be addressed to Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1, quoting reference CRE 18058/G (Tel. 01-222 7877, Ext. 2321).

Ecuador

BRITAIN is making a loan of £205,200 to Ecuador to meet the offshore costs of the El Ambi-Tulcan-Ibarra-Cayambe electrification scheme. The extension will include a transmission line from Ibarra to Tulcan, bringing power to San Gabriel and other smaller townships on the way and linking up with a recently completed interconnection to Colombia.

The terms of the new loan are 25 years amortization with a two years grace period plus five years of graduated payments and five years waiver of interest.

Inquiries relating to this notice should be addressed to the Ministry of Overseas Development, Eland House, Stag Place, London, S.W.1, quoting reference CLA 225/5501 (Tel. 01-834 2377, Ext. 211).

Togo and Nigeria

IT HAS BEEN reported that a trade agreement between Togo and Nigeria was ratified on July 28, 1969. The agreement contains no unusual provisions. The treaty is valid for three years from the date of ratification and after that from year to year by tacit agreement. Each country will grant the other most favoured nation treatment, although this will not prejudice the advantages, concessions or exemptions each country may grant to:

(a) Member countries of a customs union.
(b) To a free trade area, or monetary zone, now or in the future.
(c) To neighbouring countries for facilitation of border trade.

Two lists of products to be exchanged are published.

Among the products to be exported from Nigeria to Togo are the following:

Cotton and cotton products, cement and articles in asbestos cement, fruit and tropical food products, pharmaceutical products, petroleum products, aluminium products, enamels, leather and leather goods.

Among articles to be exported by Togo to Nigeria are:

Fish and crustaceans, cotton and cotton products, vegetables, phosphates, tobacco, articles in plastic, perfume, soap, manioc flour, edible oil, tinned foods, and petroleum products.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 or 288).

Tunisia and Iran

THE TUNISIAN *Journel Officiel* of September 16-9, 1969, announced the renewal for a further year from July 20, 1969 of the trade agreement of 1968 between Tunisia and Iran.

Details relating to quota arrangements can be obtained from Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Tunisia and Japan

THE TUNISIAN *Journal Officiel* of October 21, 1969, announced the renewal for a further year from April 1, of the trade agreement of 1960 between Tunisia and Japan. Quota arrangements are unchanged, compared with the previous year (see *Board of Trade Journal* of June 21 1968).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Tunisia and Ethiopia

THE TUNISIAN *Journal Officiel* of October 21, 1969, announced the renewal for a further year from June 26 of the trade agreement of 1960 between Tunisia and Ethiopia.

Details of quota arrangements can be obtained from Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C. 4 (Tel. 01-248 5757, Ext. 420/475).

Double taxation

Netherlands Antilles

THE BOARD of Inland Revenue announce that discussions have been held in London about arrangements for extending to the Netherlands Antilles the Double Taxation Convention between the United Kingdom and the Netherlands which was signed on October 31, 1967. Agreement was reached at the official level on the arrangements which will now be submitted to Governments.

Hints to businessmen visiting India

A REVISED EDITION of the booklet on India has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 230/69

ALGERIAN RADIO AND TELEVISION AUTHORITY

Radio and Television Equipment. March 15. E.S.B. 49161/69/J.

ALGERIAN STATE ROAD TRANSPORT ORGANISATION

Trailers and Platforms. December 24. E.S.B. 49160/69/J.

ANGOLA

Bulletin 231/69

AGRICULTURAL AND FORESTRY BOARD

Tractors. December 18. E.S.B. 49202/69/J.

ARGENTINA

Bulletin 231/69

ARGENTINE RAILWAYS

Machines for Mechanised Work on Tracks December 15. E.S.B. 49198/69/J.

AUSTRALIA

Bulletin 227/69

PURCHASING OFFICER, UNIVERSITY OF NEW ENGLAND

*2s. **Glass Working Lathe.** December 17. E.S.B. 48211/69/J.

Bulletin 228/69

HYDRO ELECTRIC COMMISSION

Electric Substation. February 16, 1970. E.S.B. 48243/69/J.

DIRECTORATE-GENERAL OF SUPPLY

Electron Tubes. January 20, 1970. E.S.B. 48241/69/J.

Generators. January 22, 1970. E.S.B. 48242/69/J.

Bulletin 231/69

Switch Parts. December 18. E.S.B. 49282/69/J.

COMMONWEALTH RAILWAYS

*7s. **Steel Joists, Channels and Angles.** December 16. E.S.B. 49401/69/J.

BELGIUM

Bulletin 231/69

PURCHASING AND CONTRACTING OFFICER

*Telegraph Power Equipment. January 6, 1970. E.S.B. 49195/69/J.

FORCES ARMEES:

Tunny in Oil. December 16. E.S.B. 49291/69/J.

BURMA

Bulletin 227/69

UNION OF BURMA RAILWAY BOARD:

Vehicles. (Further Information.) E.S.B. 43027/69/J.

Bulletin 228/69

*3s. **Iron Spikes, Nuts and Bolts.** January 16. 1970. E.S.B. 48250/69/J.

*2s. **Leather Hydraulic.** January 23, 1970. E.S.B. 48253/69/J.

*2s. **C.I. Sheets, Ridge Roll.** January 16, 1970. E.S.B. 48251/69/J.

Bulletin 228/69

*3s. **Pipes and Fittings.** January 19, 1970. E.S.B. 48252/69/J.

***Railway Coaching Underframes and Bogies.** January 10, 1970. E.S.B. 48401/69/J.

STATE TIMBER BOARD:

*3s. **Pulleys.** January 5, 1970. E.S.B. 48279/69/J.

*3s. **Log Turner.** January 3, 1970. E.S.B. 48278/69/J.

*3s. **Glue, Hardener.** January 2, 1970. E.S.B. 48276/69/J.

*3s. **Crane.** December 31. E.S.B. 48273/69/J.

*3s. **Mosiac Flooring Plant.** December 31. E.S.B. 48284/69/J.

*4s. **Generating Sets.** December 31. E.S.B. 48283/69/J.

***Mono Rail Hoists.** December 31. E.S.B. 48285/69/J.

*3s. **Gummed Tape.** January 2, 1970. E.S.B. 48275/69/J.

*3s. **Machine Tools.** January 5, 1970. E.S.B. 48277/69/J.

*3s. **Sander.** December 31. E.S.B. 48282/69/J.

*5s. **Log Carriage, Circular Saw.** January 5, 1970. E.S.B. 48280/69/J.

*4s. **Diesel Engines.** January 3, 1970. E.S.B. 48281/69/J.

PEOPLE'S OIL INDUSTRY:

*3s. **Cable.** December 26. E.S.B. 48296/69/J.

UNION OF BURMA RAILWAY BOARD:

***Valves.** January 21, 1970. E.S.B. 48212/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H2A, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the, products or countries of special interest to you.*

This giant axle, exhibited at the recent Frankfurt Motor Show by Faun-Werke, Nurnberg, is fitted with 36 in. by 12 in. twin-wedge-actuated Stopmaster brakes supplied by Centrax Gears Limited, of Newton Abbott, Devon. Each brake weighs 600 lb. and has a lining area of 932 sq. in.

Bulletin 229/69

INDUSTRIAL DEVELOPMENT CORPORATION:

***Chemicals.** December 15. E.S.B. 48286/69/J.

PEOPLE' S OIL INDUSTRY:

*3s. **Air Compressors, Pumps.** December 31. E.S.B. 48295/69/J.

*3s. **Cable.** December 26. E.S.B. 48297/69/J.

*3s. **Pumping Sets.** February 15, 1970. E.S.B. 48298/69/J.

*4s. **Steel Plates, Angles, Channels and Joists.** December 16. E.S.B. 48299/69/J.

*3s. **Pneumatic Sound Source.** December 31. E.S.B. 48300/69/J.

*4s. **Camping Equipment, Life Jackets.** December 15. E.S.B. 48463/69/J.

*3s. **Hammers, Bottles, Stoves.** December 31. E.S.B. 48465/69/J.

*4s. **Pipe Fittings.** December 15. E.S.B. 48468/69/J.

*3s. **Surveying Equipment.** December 31. E.S.B. 48467/69/J.

*3s. **Geological Laboratory Equipment.** December 31. E.S.B. 48464/69/J.

*2s. **Electric Meters.** January 31, 1970. E.S.B. 48462/69/J.

*4s. **Multimeter, Oscillator.** December 31. E.S.B. 48461/69/J.

*3s. **Steel Rods and Clamps.** December 23. E.S.B. 48457/69/J.

*3s. **Steel Rods.** January 31, 1970. E.S.B. 48469/69/J.

*3s. **Chemicals, Pharmaceuticals, Silicon Carbide Powder, Adhesives.** December 15. E.S.B. 48470/69/J.

*3s. **Vehicles.** December 22. E.S.B. 48471/69/J.

IRRIGATION DEPARTMENT:

*3s. **Generating Set.** December 31. E.S.B. 48719/69/J.

GOVERNMENT DOCKYARD:

*3s. **Chain, Shackles and Anchor.** December 15. E.S.B. 48720/69/J.

*5s. **Hose.** January 31, 1970. E.S.B. 48474/69/J.

*4s. **Vehicles and Accessories.** December 25. E.S.B. 48458/69/J.

(Continued on next page)

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7162**

CALLS FOR TENDER, *continued*

*3s. Pump Inserts. December 23. E.S.B. 48460/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*4s. Welded Tubing. December 19. E.S.B. 48722/69/J.
*3s. Pneumatic Drill; Air Hose. December 31. E.S.B. 48717/69/J.
*5s. Tool Sets. December 31. E.S.B. 48718/69/J.
*6s. Mortuary Refrigeration Plant. December 24. E.S.B. 48724/69/J.
*5s. Electrical Equipment. December 22. E.S.B. 48726/69/J.
*3s. Electric Lamps. January 15, 1970. E.S.B. 48728/69/J.
*10s. Copper Wire. January 5, 1970. E.S.B. 48727/99/J.
*3s. Steel Beams and Flats. January 15, 1970. E.S.B. 48730/69/J.
*3s. Bitumen; Coal Tar. January 15, 1970. E.S.B. 48731/69/J.

Bulletin 230/69
PUBLIC WORKS CORPORATION:
*4s. Tubing. December 18. E.S.B. 48723/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. Induction Motors. January 15, 1970. E.S.B. 48729/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. Lighting Arresters. January 15, 1970. E.S.B. 48732/69/J.
*6s. Bearings. December 30. E.S.B. 48733/69/J.
*4s. Pipe Fittings. December 30. E.S.B. 48734/69/J.
*41s. Transformers. January 15, 1970. E.S.B. 48736/69/J.
*Connecting Rods; Draw Bars. January 21, 1970. E.S.B. 48777/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Valves. December 22. E.S.B. 48738/69/J.
*3s. Laboratory Supplies. December 15. E.S.B. 48739/69/J.
*3s. Pump Spare Parts. February 15, 1970. E.S.B. 48737/69/J.
MANAGER, GOVERNMENT DOCKYARD:
*4s. Marine Engines and Generating Sets. December 15. E.S.B. 48721/69/J.
PUBLIC WORKS CORPORATION:
*5s. Electrical Supplies. December 23. E.S.B. 48725/69/J.
PAPER FACTORY AND CHEMICAL INDUSTRIES BOARD:
*33s. Measuring Instruments and Tools, Engineers Tools, Workshop Equipment. December 31. E.S.B. 48796/69/J.
*6s. Press Rolls. December 15. E.S.B. 48794/69/J.
*4s. Chemicals, Dyes. December 15. E.S.B. 48793/69/J.
*4s. Chemicals. December 15. E.S.B. 48795/69/J.

Bulletin 231/69
UNION OF BURMA RAILWAY BOARD:
Hornblocks, Superheater Header. January 26, 1970. E.S.B. 49246/69/J.

CANADA

Bulletin 227/69
MANITOBA HYDRO:
*31s. Generating Unit. (Further Information.) E.S.B. 48202/69/J.
*48s. Oil Circuit Reclosers. (Further Information.) E.S.B. 48039/69/J.

Bulletin 228/69
AIR CANADA:
Construction of Hangars and Offices. December 19. E.S.B. 48372/69/J.
Services for Hangars. December 15. E.S.B. 48271/69/J.

CEYLON

Bulletin 227/69
CEYLON GOVERNMENT:
Land Drainage and Reclamation Project. (Advance Information.) E.S.B. 48254/69/J.

Bulletin 228/69
COLOMBO MUNICIPAL COUNCIL:
*8s. Cast Iron Pipes and Fittings. (Further Information.) E.S.B. 47102/69/J.

Bulletin 231/69
Vehicles. December 18. E.S.B. 49259/69/J.
CEYLON TYRE CORPORATION:
Tyre Making Materials. December 14. E.S.B. 49258/69/J.
STATE ENGINEERING CORPORATION OF CEYLON:
Switches. December 21. E.S.B. 49255/69/J.
Circuit Breakers and Accessories. December 18. E.S.B. 49254/69/J.

COLOMBIA

Bulletin 227/69
PLANTA COLOMBIANA DE SODA:
Construction of Cooling Tower. January 7, 1970. E.S.B. 48246/69/J.

Bulletin 231/69
Construction of Pumping Stations, Road and Pipework. (Further Information.) Closing date postponed to January 13, 1970. E.S.B. 46131/69/J.
MINISTERIO DE EDUCAION NACIONAL:
Educational Equipment; Furniture. December 23. E.S.B. 49284/69/J.
INSTITUTO COLOMBIANO DE SEGUROS SOCIALES:
Ondontological Instruments and Materials. January 7, 1970. E.S.B. 49278/69/J.

CONGO, REPUBLIC OF

Bulletin 229/69
D.C.M.P. BUREAU D'ACHAT:
*5s. Pharmaceuticals. February 16, 1970. E.S.B. 48772/69/J.

COSTA RICA

Bulletin 226/69
CONCEJO MUNICIPAL DE DISTRITO DE LA CRUZ:
*3s. (In Spanish.) Diesel Electric Generator. December 15. E.S.B. 48405/69/J.
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*(In Spanish.) Portable Laser. January 5. 1970. E.S.B. 48403/69/J.

GREECE

Bulletin 228/69
MINISTRY OF TRADE:
*Printing Machinery. (Further Information.) December 10. E.S.B. 19993/69/J.

Bulletin 230/69
INSTITUTE OF SOCIAL INSURANCE:
*6s. Calculating Machines. January 16, 1970. E.S.B. 48790/69/J.
*6s. Typewriters. January 20, 1970. E.S.B. 48789/69/J.
*6s. Addition and Subtraction Machines. January 13, 1970. E.S.B. 48792/69/J.
MINISTRY OF TRADE:
*3s. Incubators. December 15. E.S.B. 49123/69/J.
AGRICULTURAL BANK OF GREECE:
*16s. Forklift Trucks, Battery Chargers. December 19. E.S.B. 49121/69/J.
MINISTRY OF COMMUNICATIONS:
*5s. Crystal Electrode Plates. December 15. E.S.B. 49122/69/J.
PUBLIC POWER CORPORATION:
Photo Electric Time Switches. December 30. E.S.B. 49125/69/J.

INDIA

Bulletin 229/69
BOKARO STEEL LTD.:
*41s. Weighbridges. (Further Information.) E.S.B. 45556/69/J.
COCHIN REFINERIES LTD.:
Refineries Expansion. Pre-qualification. E.S.B. 31014/69/J.
DIRECTOR GENERAL OF SUPPLIES AND DISPOSALS:
*32s. Air Traffic Control Radar Simulator. December 31. E.S.B. 47525/69/J.

Bulletin 231/69
*39s. Lead. December 16. E.S.B. 49262/69/J.
*Degreasing Unit. (Further Information.) E.S.B. 47591/69/J.
*Pickling, Cleaning and Bonderizing Unit. (Further Information.) E.S.B. 47592/69/J.
MINISTRY OF RAILWAYS:
Concrete Sleeper Handling Equipment. January 15, 1970. E.S.B. 49261/69/J.
HINDUSTAN SHIPYARD LTD.:
Steel Plates. December 12. E.S.B. 49285/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
Density Controller. December 18. E.S.B. 49407/69/J.
Tunnel Dryer. December 18. E.S.B. 49405/69/J.
Adjuster Rod Assembly Components. December 20. E.S.B. 49286/69/J.
Ammonia Dissociator. December 18. E.S.B. 49409/69/J.
Box Furnace. December 17. E.S.B. 49406/69/J.
Cathode Ray Tube and Accessories. December 19. E.S.B. 49412/69/J.

IRAN

Bulletin 228/69
NATIONAL IRANIAN STEEL CORPORATION:
*13s. Power Plant Equipment. December 23. E.S.B. 48221/69/J.

IRAQ

Bulletin 227/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*51s. Water Supply Scheme. (Further Information.) E.S.B. 41527/69/J.

Bulletin 228/69
MINISTRY OF DEFENCE:
*10s. X-Ray Equipment, Laboratory Equipment. (Further Information.) E.S.B. 46793/69/J.

Bulletin 229/69
RAYON STATE COMPANY:
Construction of Stores. January 15, 1970. E.S.B. 48491/69/J.
DAIRY ADMINISTRATION:
*5s. Refrigeration Equipment. January 3, 1970. E.S.B. 48492/69/J.

Bulletin 230/69
MOSUL CEMENT COMPANY:
Electrical Resistance Furnace Oven. December 20. E.S.B. 48749/69/J.
Compressors. December 20. E.S.B. 48753/69/J.
Water Sterilizing Equipment. December 20. E.S.B. 48752/69/J.
Plates for Slurry Mill. December 20. E.S.B. 48751/69/J.
Steel Wire Rope. December 20. E.S.B. 48757/69/J.
Rail Bars for Diesel Locomotives. December 20. E.S.B. 48755/69/J.
Steel and Brass Shaft. December 20. E.S.B. 48754/69/J.
Steel Pipes. December 20. E.S.B. 48750/69/J.
IRAQI PORTS ADMINISTRATION:
Welding Rods and Flux. December 24. E.S.B. 49264/69/J.
Fuses. December 24. E.S.B. 49249/69/J.
MINISTRY OF DEFENCE:
*5s. Hospital Beds. December 31. E.S.B. 49275/69/J.
COTTON SEED PRODUCTION COMPANY:
*4s. Machine Tools. (Further Information.) E.S.B. 47817/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Pipes. (Further Information.) January 3, 1970. E.S.B. 40211/69/J.
MINISTRY OF AGRICULTURE:
Protein Concentrate. December 15. E.S.B. 49265/69/J.

Bulletin 231/69
DAIRY ADMINISTRATION:
Milk Collecting Centre Equipment. January 3, 1970. E.S.B. 49250/69/J.

IRISH REPUBLIC

Bulletin 230/69
MAYO COUNTRY COUNCIL:
Construction of Sewerage Scheme. January 9, 1970. E.S.B. 48786/69/J.

MALAWI

Bulletin 227/69
CENTRAL TENDER BOARD:
*Sprayers. (Further Information.) January 2, 1970. E.S.B. 47502/69/J.
*Insecticides. (Further Information.) January 2, 1970. E.S.B. 47503/69/J.

MALAYSIA

Bulletin 228/69
DISTRICT TENDERS BOARD:
*Rubber Mattresses and Pillows. December 19. E.S.B. 48267/69/J.

Bulletin 229/69
*Bedsteads. December 19. E.S.B. 48266/69/J.
RUBBER FUND BOARD:
Fertilizer. January 8, 1970. E.S.B. 48713/69/J.

Bulletin 230/69
SARAWAK GOVERNMENT MEDICAL DEPARTMENT.
Textiles. Closing date not stated. E.S.B. 49257/69/J.
*1s. Fibre Helmets. December 24. E.S.B. 49292/69/J.

MALTA

Bulletin 230/69
TREASURY:
*Paper. December 18. E.S.B. 48482/69/J.
*Radio Equipment and Allied Apparatus. December 18. E.S.B. 48481/69/J.
*Cash Safes. December 18. E.S.B. 48483/69/J.

MEXICO

Bulletin 229/69
COMISION FEDERAL DE ELECTRICIDAD:
*72s. (In Spanish.) Transformers and Accessories. January 9,1970. E.S.B. 48740/69/J.
*94s. Cooling Tower and Accessories. January 7, 1970. E.S.B. 48741/69/J.

NETHERLANDS

Bulletin 228/69
DIRECTOR OF WATERWAYS:
Road Construction. December 19. E.S.B. 48255/69/J.
Construction of Dyke and Application of Road Surfacing. December 16. E.S.B. 48256/69/J.

Bulletin 231/69
Construction of Jetty for Ships. December 17. E.S.B. 49280/69/J.

NEW ZEALAND

Bulletin 227/69
AUCKLAND ELECTRIC POWER BOARD:
*33s. Transformers. January 16, 1970. E.S.B. 48091/69/J.
POST OFFICE HEADQUARTERS:
*3s. Hammers. January 13, 1970. E.S.B. 47890/69/J.
*3s. Comparators. December 16. E.S.B. 47888/69/J.

Bulletin 228/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
Cathodic Protection Equipment. January 20, 1970. E.S.B. 48223/69/J.

Bulletin 229/69
MINISTRY OF WORKS:
*4s. Welding and Power Generating Sets. December 15. E.S.B. 48702/69/J.
POST OFFICE HEADQUARTERS:
*3s. Solder Wire. January 12, 1970. E.S.B. 48704/9/J.
DUNEDIN CITY CORPORATION:
*6s. Batteries and Automatic Charger Units. (Further Information.) E.S.B. 47501/69/J.
MINISTRY OF WORKS:
*3s. Laboratory Type, Three-Machine Set. December 15. E.S.B. 48455/69/J.
*3s. Generator Set. December 15. E.S.B. 48703/69/J.

Bulletin 231/69
POST OFFICE HEADQUARTERS:
*4s. Cable. December 15. E.S.B. 49270/69/J.
*4s. Valves. December 15. E.S.B. 49271/69/J.
*4s. Electronic Multimeters. January 13, 1970. E.S.B. 49267/69/J.
*4s. Telephone Equipment. January 12, 1970. E.S.B. 49269/69/J.
*3s. Radio Receiver. January 12, 1970. E.S.B. 49268/69/J.
*3s. Hydraulic Laboratory Equipment. December 15. E.S.B. 49272/69/J.
HUTT VALLEY DRAINAGE BOARD:
Pumping and Ancillary Equipment. January 3, 1970. E.S.B. 49217/69/J.

NIGERIA

Bulletin 229/69
ELECTRICITY CORPORATION:
Cables. December 18. E.S.B. 48708/69/J.

PAKISTAN

Bulletin 229/69
DIRECTOR OF SUPPLY:
*9s. Refrigerators. December 17. E.S.B. 48425/69/J.

Bulletin 230/69
WATER AND POWER DEVELOPMENT AUTHORITY:
Skid Stations. (Further Information.) Closing date postponed to January 17, 1970. E.S.B. 40428/69/J.
KARACHI PORT TRUST:
Fire Fighting Pumping Plant. January 24, 1970. E.S.B. 48788/69/J.
DIRECTORATE OF SUPPLY:
*9s. Model Engines. December 17. E.S.B. 49148/69/J.
*11s. Air Conditioning Equipment, Mechanical Laboratory Equipment; Refrigeration Equipment. December 29. E.S.B. 49147/69/J.
*11s. Pumps. December 16. E.S.B. 49146/69/J.

SAUDI ARABIA

Bulletin 227/69

MINISTRY OF INFORMATION:
Radio Sets; Recorders; Cameras. December 22. E.S.B. 48207/69/J.
Road Signs; Painting of Roads. December 20. E.S.B. 48208/69/J.

Bulletin 228/69

MINISTRY OF AGRICULTURE AND WATER:
Cleaning Materials. December 20. E.S.B. 48230/69/J.
Foundry Equipment. December 18. E.S.B. 48229/69/J.

Bulletin 231/69

MINISTRY OF COMMUNICATIONS:
Constructional Projects. December 31. E.S.B. 49184/69/J.
DIRECTORATE GENERAL OF METEOROLOGY:
Wireless Apparatus. December 20. E.S.B. 49186/69/J.
Air Conditioner, Electric Equipment and Spares. December 20. E.S.B. 49187/69/J.
DIRECTORATE GENERAL OF CIVIL AVIATION:
Electric Materials. December 15. E.S.B. 49219/69/J.
ARABIAN OIL COMPANY:
Drilling Pipes. December 24. E.S.B. 49185/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 227/69

CENTRAL SUPPLIES OFFICE:
*3s. **Musical Instruments.** December 17. E.S.B. 47886/69/J.
*5s. **Workshop Equipment.** December 17. E.S.B. 48100/69/J.

Bulletin 230/69

PUBLIC WORKS DEPARTMENT:
Ventilating Columns; Pipes and Fittings. December 16. E.S.B. 48780/69/J.

SOUTH AFRCIA

Bulletin 228/69

CAPE PROVINCIAL TENDER BOARD:
*4s. **Laboratory Equipment.** December 19. E.S.B. 48257/69/J.
NATAL PROVINCIAL ADMINISTRATION:
*15s. **X-ray Equipment.** December 17. E.S.B. 48259/69/J.
*10s. **Hospital Equipment.** December 17. E.S.B. 48260/69/J.

Bulletin 229/69

STATE PROCUREMENT BOARD:
*10s. **Jack-Hammers.** January 23, 1970. E.S.B. 48479/69/J.
*19s. **Garage Equipment.** January 19, 1970. E.S.B. 48478/69/J.

SUDAN

Bulletin 228/69

CENTRAL ELECTRICITY AND WATER CORPORATION:
Fire Fighting and Alarm Installation. Closing date not known. E.S.B. 48222/69/J.
SUDAN GEZIRA BOARD:
*2s. **Galvanized Iron Pipes and Flanges.** December 15. E.S.B. 48269/69/J.

Bulletin 229/69

CONTROLLER OF STORES, POSTS AND TELEGRAPHS DEPARTMENT:
*6s. **Wire.** December 27. E.S.B. 48423/69/J.
SUDAN GEZIRA BOARD:
*3s. **Well Boring Casing, Pipes and Connections.** December 20. E.S.B. 48437/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 231/69

GENERAL PETROLEUM ESTABLISHMENT:
Chemicals. December 15. E.S.B. 49165/69/J.
Tetra-Ethyl Lead. December 24. E.S.B. 49163/69/J.
NORTHERN ZONE ELECTRICITY DIRECTORATE:
Copper Sheets and Wire, Bronze Rods. December 25. E.S.B. 49164/69/J.

MUNICIPALITY OF DAMASCUS:
Slaughterhouse Plant. December 21. E.S.B. 49112/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Water Well Equipment. December 29. E.S.B. 49166/69/J.

TAIWAN

Bulletin 229/69

CENTRAL TRUST OF CHINA:
*10s. **Laboratory Equipment.** December 23. E.S.B. 48441/69/J.
*3s. **Resistors; Arrestors.** December 16. E.S.B. 48442/69/J.
*8s. **Pipes and Fittings.** December 17. E.S.B. 48443/69/J.
*4s. **Density Test Apparatus.** December 17. E.S.B. 48444/69/J.
*3s. **Telephone Equipment.** December 15. E.S.B. 48446/69/J.
*7s. **X-ray Equipment Vehicles.** December 15. E.S.B. 48447/69/J.
*13s. Lifts. December 15. E.S.B. 48448/69/J.
*16s. **Spray Equipment; Date Processing Machine Parts; Machinery Locomotive Repair Tools.** January 6, 1970. E.S.B. 48709/69/J.
*7s. **Signal Equipment.** January 6, 1970. E.S.B. 48710/69/J.
*20s. **Workshop Machinery.** December 18. E.S.B. 48711/69/J.
*3s. **Pipe Fittings.** December 19. E.S.B. 48797/69/J.
*12s. **Laboratory Equipment.** December 22. E.S.B. 48799/69/J.
*4s. **Valves.** December 19. E.S.B. 48800/69/J.
*4s. **Steel Tubes.** December 22. E.S.B. 49101/69/J.
*5s. **Lathes.** December 22. E.S.B. 48486/69/J.
*8s. **Hot Line Clamps.** January 12, 1970. E.S.B. 48484/69/J.
*4s. **Fire Fighting Equipment.** December 18. E.S.B. 48787/69/J.
*4s. **Laboratory Equipment.** December 22. E.S.B. 48485/69/J.

TANZANIA

Bulletin 230/69

CENTRAL TENDER BOARD:
*(Press Notice.) **Pipes and Fittings.** December 19. E.S.B. 84771/69/J.

THAILAND

Bulletin 229/69

DEPARTMENT OF VOCATIONAL EDUCATION:
*Laboratory Equipment. (Further Information.) E.S.B. 44584/69/J.
STATE RAILWAY OF THAILAND:
Steel Plate. December 15. E.S.B. 48745/69/J.

Bulletin 230/69

Zinc Sheet. December 18. E.S.B. 48766/69/J.
Calculating Machine. December 16. E.S.B. 48767/69/J.
Duplicating Machine. December 16. E.S.B. 48765/69/J.
Steel Round Bars. December 18. E.S.B. 48763/69/J.
Stationery. December 17. E.S.B. 48762/69/J.
Filing Cabinets. December 15. E.S.B. 48759/69/J.
Steel Plate. December 17. E.S.B. 48761/69/J.
DIRECTORATE OF SUPPLY:
Swords. December 15. E.S.B. 48758/69/J.

TURKEY

Bulletin 228/69

STATE HYDRAULIC WORKS:
*2s. **Watch Treatment Plants.** Closing date postponed to December 30. (Further Information.) E.S.B. 36111/69/J.
*6s. **Dilatometer.** December 15. E.S.B. 48477/69/J.

Bulletin 229/69

STATE RAILWAYS ADMINISTRATION:
*14s. **Telephone Line Tapping Poles.** December 16. E.S.B. 48433/69/J.

Bulletin 231/69

TURKISH MARITIME BANK:
*3s. **Structural Steel.** December 15. E.S.B. 49220/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 230/69

EGYPTIAN RAILWAYS:
Sling Chains, Lifting Slings. December 22, E.S.B. 49130/69/J.
Hematite. December 22. E.S.B. 49131/69/J.
Wire Rope. December 24. E.S.B. 49133/69/J.

Bulletin 231/69

Jacks. December 15. E.S.B. 49127/69/J.
Wheel Centres. December 16. E.S.B. 49128/69/J.
Spray Guns. December 18. E.S.B. 49129/69/J.
Diesel Spare Parts. December 22. E.S.B. 49132/69/J.
Woodworking Machine, Machine Tools. January 10, 1970. E.S.B. 49134/69/J.

URUGUAY

Bulletin 228/69

CONAPROLE (STATE DAIRY CORPORATION):
*3s. (In Spanish.) **Milk Tanks.** (Further Information.) E.S.B. 47184/69/J.

Bulletin 229/69

MINISTEIRO DE OBRAS PUBLICAS:
*11s. (In Spanish.) **Tipping Lorries.** 1st call, December 29; 2nd call, January 5, 1970. E.S.B. 48436/69/J.

Bulletin 230/69

MINISTEIRO DE INDUSTRIA Y COMERCIO:
*7s. (In Spanish.) **Geographical Survey.** December 29. E.S.B. 49103/69/J.

VIETNAM

Bulletin 231/69

INDUSTRIAL DEVELOPMENT CENTRE:
Detergent Plant. December 31. E.S.B. 49212/69/J.
Foundry Machinery. January 15, 1970. E.S.B. 49213/69/J.
Metal Working Machinery. January 15, 1970. E.S.B. 49214/69/J.
Can Making Machinery. December 31. E.S.B. 49215/69/J.
Gas Turbine Units. January 22, 1970. E.S.B. 49216/69/J.

YUGOSLAVIA

Bulletin 229/69

DINARA PREDUZECE ZA SPOLJNU TRGOVINU:
*1s. (Press notice.) **Grinding Machine.** February 4, 1970. E.S.B. 48414/69/J.
SRPSKA FABRIKA STAKLA:
*1s. (Press notice.) **Glass Manufacturing Plant.** February 4, 1970. E.S.B. 48292/69/J.
METALKA- EXPORT-IMPORT:
*1s. **Plastic Container Production Plant.** February 4, 1970. E.S.B. 48415/69/J.
POSLOVNS UDRUZENJE-AGROMAKEDONIJA:
*1s. **Vehicles.** February 4, 1970. E.S.B. 48413/69/J.
INDUSTRIJSKI KOMBINAT:
*1s. **Printing Machinery.** February 6, 1970. E.S.B. 48416/69/J.
RUDARSKO ENERGETSKO INDUSTRIJSKI KOMBINAT:
*2s. **Block Moulding Plant, Aggregate Production Plant.** February 4, 1970. E.S.B. 48293/69/J.

Bulletin 230/69

GRAFICKI ZOVOD HRVATSKE:
*1s. **Printing and Bookbinding Machinery and Equipment.** January 30, 1970. E.S.B. 49137/69/J.
BEOGRADSKO PREDUZECE:
*1s. **Wallpaper Manufacturing Machinery.** January 30, 1970. E.S.B. 49136/69/J.
METALKA UNOZNO-IZNOZNO PODJETJE:
*1s. **Printing Machinery.** January 28, 1970. E.S.B. 49135/69/J.
PREDUZECE ZA PROMET TEKSTILA:
Office Machines, Floor Cleaning Apparatus, Radiotelephone, Clocks. January 28, 1970. E.S.B. 49138/69/J.

Bulletin 231/69

JUGOSANTARIJA EXPORT-IMPORT:
*1s. **X-ray Apparatus.** January 28, 1970. E.S.B. 49139/69/J.

ZAMBIA

Bulletin 230/69

CENTRAL SUPPLY AND TENDER BOARD:
*6s. **Pharmaceuticals.** January 9, 1970. E.S.B. 49104/69/

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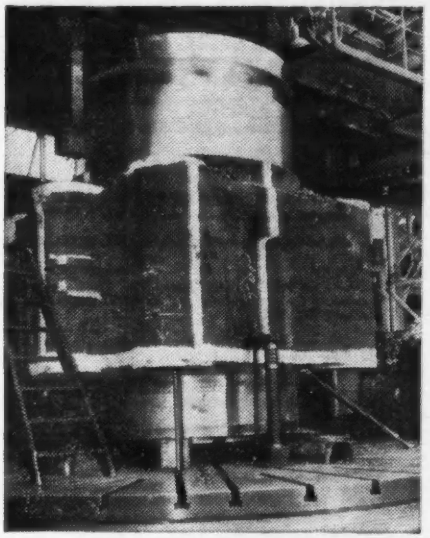
Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*



Machining the container end of a 4,000*-ton carbon electrode extrusion press in the Darnall Works, Sheffield of Davy and United Engineering Company Limited (Davy-Ashmore Group). Davy-United is building the* 4,000*-ton press for Industrialimport of Rumania.*

ALGERIA

Bulletin 227/69
Inquiry for carpeting; furnishings; interior decorations. E.S.B. 47335/69/J.

ARGENTINA

Bulletin 229/69
Agency inquiry for measuring instruments. E.S.B. 39369/69/J.

Bulletin 230/69
Market report on the economy and the prospects for imports of industrial and capital goods. E.S.B. 48680/69/J.

AUSTRALIA

Bulletin 229/69
Agency inquiry for stationery. E.S.B. 48391/69/J.

Bulletin 230/69
Agency inquiry for hydraulic equipment. E.S.B. 47479/69/J.

Bulletin 231/69
Agency inquiry for enamels; finishes; lustres. E.S.B. 45694/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 227/69
Inquiry for sodium bichromate. E.S.B. M/58/69/J.
Inquiry for salmon filling machine. E.S.B. M/57/69/J.

Bulletin 228/68
Inquiry for cooker. E.S.B. S/124/69/J.

AUSTRIA

Bulletin 229/69
Agency inquiry for women's clothing. E.S.B. 48636/69/J.

Bulletin 230/69
Agency inquiry for women's outerwear. E.S.B. 46261/69/J.

Bulletin 231/69
Agency inquiry for sheepskin and synthetic fur coats. E.S.B. 48853/69/J.
Agency inquiry for leather and imitation leather luggage and giftware. E.S.B. 26077/69/J.
Agency inquiry for shirts. E.S.B. 46247/69/J.

BELGIUM

Bulletin 230/69
Inquiry for biscuits; chocolate; confectionery. E.S.B. 48609/69/J.
Agency inquiry for toilet preparations; toothpaste. E.S.B. 48611/69/J.
Agency inquiry for gear boxes and drives; hydraulic cylinders; mechanical handling equipment, components and accessories; pumps; valves. E.S.B. 47241/69/J.

Bulletin 231/69
Agency inquiry for yarns. E.S.B. 48580/69/J.
Inquiry for circuit breakers; switches. E.S.B. 46272/69/J.

BERLIN

Bulletin 227/69
Agency inquiry for soap. E.S.B. 34159/69/J.

Bulletin 230/69
Inquiry for gear cutting equipment. E.S.B. 48576/69/J.
Agency inquiry for knitwear. E.S.B. 48692/69/J.

Bulletin 231/69
Agency inquiry for textile fabrics. E.S.B. 48539/69/J.

BRAZIL

Bulletin 227/69
Inquiry for chain manufacturing machinery. E.S.B. 48341/69/J.

BULGARIA

Bulletin 228/69
Inquiry for veterinary drugs; veterinary surgical instruments. E.S.B. 47251/69/J.

Bulletin 230/69
Inquiry for electrical equipment; relays; switchgear. E.S.B. 48694/69/J.

CANADA

Bulletin 227/69
Inquiry for melamine manufacturing equipment. E.S.B. 47749/69/J.
Inquiry for domestic appliances; games; giftware; sporting goods; toys. E.S.B. 42597/69/J.

Bulletin 228/69
Inquiry for water treatment plant. E.S.B. 46899/69/J.
Inquiry for sink waste units. E.S.B. 28316/69/J.
Inquiry for steel fittings and flanges. E.S.B. 48331/69/J.
Inquiry for bar stock; hose; wheels. E.S.B. 48601/69/J.
Inquiry for tiles. E.S.B. 45313/69/J.

Bulletin 229/69
Inquiry for physical education equipment. E.S.B. 47984/69/J.
Inquiry for water pollution control plant – further information. E.S.B. 39341/69/J.
Inquiry for albums; books; Christmas decorations; containers; flatware; gift wrappings; greetings cards; holloware; kitchen hardware; luggage; ornaments; ribbons; smokers' accessories; sports goods; writing paper; tags; toys and games. E.S.B. 45208/69/J.

Bulletin 230/69
Inquiry for biscuits; gin; jams and marmalade; whisky. E.S.B. 47381/69/J.

Bulletin 231/69
Inquiry for valves. E.S.B. 48386/69/J.

CANARY ISLANDS

Bulletin 228/69
Inquiry for insecticides; tobacco. E.S.B. 7810/69/J.

Bulletin 230/69
Inquiry for electric lighting, fixtures and fittings. E.S.B. 45725/69/J.

CEYLON

Bulletin 229/69
Inquiry for raw materials for manufacture of printing inks. E.S.B. 48604/69/J.

CONGO, DEMOCRATIC REPUBLIC OF THE

Bulletin 231/69
2s. Inquiry for steel bar, sheet and tube. E.S.B. 39942/69/J.

COSTA RICA

Bulletin 230/69
Manufacture under licence – electric floor polishers and component parts. E.S.B. 24252/69/J.
Agency inquiry for boilers; compressors; generating plant; industrial pumps; sugar mill industry equipment. E.S.B. 48690/69/J.

CYPRUS

Bulletin 228/69
Agency inquiry for animal feeds and supplements. E.S.B. 47629/69/J.

DENMARK

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*10s. Inquiry for hammer drills. E.S.B. 39345/69/J.
Inquiry for carpeting. E.S.B. 48150/69/J.

Bulletin 228/69
Agency inquiry for skin-diving equipment. E.S.B. 48361/69/J.
Inquiry for electric motors. E.S.B. 48185/69/J.
Inquiry for remote controls. E.S.B. 48520/69/J.

Bulletin 229/69
Inquiry for biscuits. E.S.B. 48501/69/J.
Inquiry for plastic bottles. E.S.B. 48686/69/J.
Agency inquiry for car exhaust pipes, silencers and parts; car accessories and parts. E.S.B. 48582/69/J.
Agency inquiry for faience tableware. E.S.B. 48392/69/J.
Inquiry for food products. E.S.B. 38242/69/J.

(Continued on next page)

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Bulletin 231/69
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Inquiry for hand tools. E.S.B. 38110/69/J.
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Bulletin 229/69
Inquiry for incinerators; refuse disposal systems. E.S.B. 48518/69/J.

EL SALVADOR

Bulletin 227/69
Inquiry for plastic case making machinery. E.S.B. 44751/69/J.

Bulletin 229/69
Inquiry for paper. E.S.B. 48691/69/J.

FIJI

Bulletin 229/69
Agency inquiry for elastic braids; towels. E.S.B. 33671/69/J.

FINLAND

Bulletin 227/69
Agency inquiry for artificial leather; fabrics and suitings. E.S.B. 16199/68/J.

Bulletin 228/69
Agency inquiry for road sweepers. E.S.B. 48142/69/J.
Inquiry for hydraulic gear pumps. E.S.B. 20228/68/J.

Bulletin 229/69
Agency inquiry for stereo equipment. E.S.B. 48568/69/J.

Bulletin 230/69
Agency inquiry for wheels for rolling stock. E.S.B. 46078/69/J.
Inquiry for rayon pile fabrics. E.S.B. 43991/69/J.

Bulletin 231/69
*Inquiry for PVC coated fabrics. E.S.B. 48917/69/J.

FRANCE

Bulletin 228/69
Agency inquiry for filament lamps; fluorescent tubes. E.S.B. 48340/69/J.

Bulletin 229/69
Inquiry for giftware; haberdashery. E.S.B. 48567/69/J.

Bulletin 230/69
Inquiry for boring machines; vertical lathes. E.S.B. 48815/69/J.

Bulletin 231/69
Inquiry for machine tools; metallizing machines; metal-cutting presses; paint spraying machinery. E.S.B. 48916/69/J.
Inquiry for fork lift trucks; machine tools; printing machinery. E.S.B. 48536/69/J.
Agency inquiry for analytical instruments; data logging equipment; measuring and testing instruments; nuclear instrumentation. E.S.B. 39198/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 227/69
Inquiry for steel bar and plate. E.S.B. 47631/69/J.
Change of address of the British Consulate-General, Frankfurt. E.S.B. 1209/G/J.
Inquiry for beachwear. E.S.B. 48192/69/J.
Inquiry for game. E.S.B. 48348/69/J.
Inquiry for food and allied products. E.S.B. 47369/69/J.
Inquiry for hog fat ends; sausage casings. E.S.B. 48339/69/J.

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Inquiry for men's outerwear. E.S.B. 47964/69/J.
Agency inquiry for raw materials for the glass and ceramic industries, galvanizing industry and plastic industry. E.S.B. 47935/69/J.
Inquiry for dental products and equipment. E.S.B. 48350/69/J.
Inquiry for beverages; foodstuffs. E.S.B. 48175/69/J.
Agency inquiry for barytes; calcites; fluorspar; rare earths. E.S.B. 48338/69/J.
Inquiry for cutlery; food preparation equipment. E.S.B. 47690/69/J.

Bulletin 229/69
Inquiry for fishing tackle; underwater swimming equipment. E.S.B. 40940/69/J.
Agency inquiry for computer peripheral equipment. E.S.B. 46448/69/J.
Agency inquiry for foodstuffs. E.S.B. 48384/69/J.
Agency inquiry for cash registers. E.S.B. 48397/69/J.
Inquiry for chemicals. E.S.B. 48173/69/J.
Inquiry for computer peripheral equipment. E.S.B. 46447/69/J.
Inquiry for confectionery; jams; tea. E.S.B. 48311/69/J.
Inquiry for pump for diesel fuel. E.S.B. 48841/69/J.
Inquiry for bathroom sets; terry fabrics. E.S.B. 48174/69/J.

Bulletin 230/69
Inquiry for china; decor; fancy goods; furniture; gift novelties; glass; jewellery; leather goods; lighting; paintings; prints; tableware. E.S.B. 48387/69/J.
Inquiry for oil seals. E.S.B. 4308/69/J.
Inquiry for oscillograph tubes. E.S.B. 8477/69/J.

Bulletin 232/69
Inquiry for cotton/linen fabrics; upholstery fabrics. E.S.B. 3[illegible]/69/J.
Inquiry for radio telescope receiver equipment. E.S.B. 39555/69/J.

GHANA

Bulletin 228/69
Inquiry for prefabricated storage sheds. E.S.B. 47486/69/J.

Bulletin 231/69
Agency inquiry for blouses; dresses and dress fabrics; curtain material; imitation leather; slacks; women's underwear. E.S.B. 36985/68/J.

GREECE

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Agency inquiry for classifiers; elevators; filters; grinding mills. E.S.B. 48309/69/J.

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Inquiry for wool tops. E.S.B. 48672/69/J.
Inquiry for wool yarns. E.S.B. 48139/69/J.

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Agency inquiry for floor coverings; wallpaper. E.S.B. 48156/69/J.

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Inquiry for fertilizers; newsprint and commercial paper; steel billets and sheet. E.S.B. 47729/69/J.

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Inquiry for cleaning materials; foodstuffs; toilet goods. E.S.B. 48372/69/J.
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Agency inquiry for curtain fittings and materials; wallpaper. E.S.B. 48396/69/J.

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Inquiry for air conditioners; cooling towers; glass fibre insulating materials; steel pipes and fittings; water boilers; pumps and coolers. E.S.B. 48197/69/J.

IRISH REPUBLIC

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Agency inquiry for caravan towing equipment. E.S.B. 41178/69/J.

Bulletin 230/69
Inquiry for galvanized sheet; vitreous enamelling. E.S.B. 47477/69/J.

Bulletin 231/69
Inquiry for steel strip. E.S.B. 48935/69/J.

ISRAEL

Bulletin 227/69
Agency inquiry for hydraulic motors and pumps; pneumatic tools. E.S.B. 47425/69/J.
Agency inquiry for laminated film; vinyl wall covering. E.S.B. 47605/69/J.

Bulletin 228/69
Agency inquiry for camp beds; knives. E.S.B. 47253/69/J.

Bulletin 229/69
Agency inquiry for coating equipment; greases; measuring instruments; motors; pumps; valves. E.S.B. 46553/69/J.
Agency inquiry for brake presses; circular saws; hydraulic motors and pumps; pipe bending machinery; pneumatic tools. E.S.B. 47602/69/J.

Bulletin 231/69
Agency inquiry for gaskets; packings. E.S.B. 18954/69/J.
Agency inquiry for chemical manufacturing plant; food processing plant. E.S.B. 48607/69/J.

ITALY

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Agency inquiry for textile raw materials; wool rags. E.S.B. 47415/69/J.
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Inquiry for blowing equipment. E.S.B. 48382/69/J.
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Inquiry for biscuits; cakes; confectionery; sauces. E.S.B. 48108/69/J.
Agency inquiry for medical apparatus and instruments; medical supplies. E.S.B. 47994/69/J.

Bulletin 228/69
Agency inquiry for dermatology ointments and preparations; medical dressings. E.S.B. 48303/69/J.
Inquiry for bottle filling machines. E.S.B. 48385/69/J.
Inquiry for electrodes; rods and tubes. E.S.B. 47940/69/J.
Inquiry for acrylic tops; wool tops and noils. E.S.B. 48159/69/J.
Inquiry for pharmaceutical raw materials. E.S.B. 48327/69/J.
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Inquiry for hides. E.S.B. 33373/69/J.
Inquiry for cleaning machines and materials. E.S.B. 47475/69/J.
Inquiry for machine tools. E.S.B. 48130/69/J.

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Agency inquiry for cutlery. E.S.B. 48312/69/J.
Inquiry for marine communication equipment and technical accessories; navigation instruments. E.S.B. 48610/69/J.
Inquiry for strip cutting machine; steel coil. E.S.B. 48892/69/J.
Manufacture under licence/joint venture – mechanical engineering products. E.S.B. 47934/69/J.
Inquiry for water pollution plant. E.S.B. 48639/69/J.

JAMAICA

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Inquiry for road-making machinery; tyres. E.S.B. 27197/68/J.

KUWAIT

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Inquiry for breakfast cereals. E.S.B. 47975/69/J.
Inquiry for cable; domestic electrical fittings; fluorescent lights; wire. E.S.B. 47030/69/J.

Bulletin 228/69
Inquiry for baby foods; cosmetics; perfumes; pharmaceuticals. E.S.B. 47794/69/J.

LEBANON

Bulletin 229/69
Agency inquiry for wallpapers; wall coverings. E.S.B. 48353/69/J.

Bulletin 231/69
Agency inquiry for air compressors. E.S.B. 48890/69/J.

Bulletin 232/69
Inquiry for metal furniture fittings; motor cycles and parts – further information. E.S.B. 45652/69/J.

MALAYSIA

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Agency inquiry for dogspikes. E.S.B. 48305/69/J.

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Agency inquiry for porcelain marbles. E.S.B. 5596/69/J

MALTA

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Inquiry for crystalware; cut glass; precious and semi-precious stones; silver plated giftware. E.S.B. 48503/69/J.

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Agency inquiry for potato graders. E.S.B. 46079/69/J.

MOROCCO

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Inquiry for cables. E.S.B. 48388/69/J.
Inquiry for automobile engine spares; diesel engines. E.S.B. 48187/69/J.

NETHERLANDS

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Agency inquiry for carpets. E.S.B. 47038/69/J.

Bulletin 229/69
Agency inquiry for thermo-elements; thermo-couple wires; thermometers. E.S.B. 48383/69/J.

Bulletin 231/69
Agency inquiry for aerators. E.S.B. 48555/69/J.

NEW ZEALAND

Bulletin 227/69
Agency inquiry for marine engines; outdrive systems. E.S.B. 47776/69/J.
Agency inquiry for watchmakers' and jewellers' tools tools and equipment; watch bands. E.S.B. 47394/69/J.

Bulletin 228/69
Inquiry for steel channel. E.S.B. 48504/69/J.
Inquiry for bridge decking. E.S.B. 48562/69/J.

Bulletin 229/69
Agency inquiry for laboratory and pharmaceutical glassware; medical X-ray equipment. E.S.B. 34813/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

NIGERIA

Bulletin 231/69
Agency inquiry for garage equipment; hand tools; jacks; pumps; welding equipment and accessories. E.S.B. 47450/69/J.
Inquiry for biscuit-making machines. E.S.B. 48188/69/J.

NORWAY

Bulletin 229/69
Control on price increases. E.S.B. 1209/G/J.
Agency inquiry for artistic posters; art reproductions. E.S.B. 48389/69/J.
Agency inquiry for steel fabrications, plates, rods and strips. E.S.B. 40338/69/J.

Bulletin 231/69
Agency inquiry for fabrics; knitwear. E.S.B. 39505/69/J.

Bulletin 232/69
Agency inquiry for costume jewellery; gloves; household textiles; leather and plastic goods; manicure sets; scarves; suitcases; toilet bags; umbrellas. E.S.B. 48141/69/J.
Inquiry for crimptunnel machines. E.S.B. 48357/69/J.
Inquiry for aluminium oxide; engraving machine. E.S.B. 48850/69/J.

PAKISTAN

Bulletin 227/69
Inquiry for shuttle manufacturing plant. E.S.B. 47727/69/J.

Bulletin 228/69
Inquiry for steel plate and sheet. E.S.B. 43940/69/J.

Bulletin 231/69
Inquiry for electric motors. E.S.B. 48697/69/J.

PANAMA

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Inquiry for hydrochloric acid; sulphur; zinc ingots. E.S.B. 38278/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 227/69
Inquiry for asbestos cement; asbestos fibres. E.S.B. 43985/69/J.

Bulletin 229/69
2s. Manufacture under licence – valves for LPG containers. E.S.B. 28088/69/J.

POLAND

Bulletin 228/69
Inquiry for holloware production machinery. E.S.B. 48149/69/J.

PORTUGAL

Bulletin 227/69
Inquiry for aluminium discs, sheet and strip. E.S.B. 13892/69/J.

Bulletin 230/69
Agency inquiry for machine tools. E.S.B. 47632/69/J.

QATAR

Bulletin 228/69
Inquiry for radios; television sets. E.S.B. 47480/69/J.

RUMANIA

Bulletin 231/69
Inquiry for cutters for farm machinery; ploughshare manufacturing plant. E.S.B. 48644/69/J.

SIERRA LEONE

Bulletin 231/69
Inquiry for domestic electrical equipment; motor cycles. E.S.B. 46201/69/J.

SINGAPORE, REPUBLIC OF

Bulvetin 230/69
Agency inquiry for automotive accessories and spares; hand tools; laminated board; steel bar. E.S.B. 47407/69/J.

SOUTH AFRICA

Bulletin 227/69
Inquiry in respect of new medical centre to be erected at the corner of Smith and Broad Streets, Durban. E.S.B. 47630/69/J.

SOUTHERN YEMEN

Bulletin 227/69
Inquiry for vegetable-drying machinery. E.S.B. 15364/69/J.

Bulletin 228/69
Inquiry for life belts; paints; paint brushes and rollers; rust remover; spanners; varnish; water and steam packing. E.S.B. 43474/69/J.
Agency inquiry for wire nail making machinery. E.S.B. 48161/69/J.

SPAIN

Bulletin 227/69
Agency inquiry for food canning and meat processing machinery. E.S.B. 48122/69/J.

Bulletin 228/69
Market report on plastics machinery. E.S.B. 41853/69/J.
Inquiry for ducting. E.S.B. 48371/69/J.

Bulletin 229/69
Inquiry for coal handling grabs. E.S.B. 48654/69/J.
Agency inquiry for circuit breakers; relays. E.S.B. 47939/69/J.

Bulletin 229/69
Agency inquiry for vinyl floor coverings. E.S.B. 47966/69/J.

SWEDEN

Bulletin 231/69
Inquiry for tool steel drop forging parts. E.S.B. 48962/69/J.
Inquiry for china clay; polyethylene; starch glue; titanium dioxide. E.S.B. 49003/69/J.

SWITZERLAND

Bulletin 227/69
Inquiry for steel pipes and sheets. E.S.B. 48393/69/J.
Agency inquiry for greenhouses; sheds. E.S.B. 48110/69/J.

Bulletin 228/69
Agency inquiry for knitwear. E.S.B. 48354/69/J.
Agency inquiry for bedspreads; tablecloths. E.S.B. 48148/69/J.
Agency inquiry for temperature-controlled ovens. E.S.B. 47937/69/J.
Inquiry for shorts. E.S.B. 1437/69/J.
Inquiry for W.C. purifiers. E.S.B. 4876/69/J.

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Inquiry for wallpapers. E.S.B. 48390/69/J.
Inquiry for compressors; concrete vibrators; cranes; excavators. E.S.B. 47363/69/J.
Agency inquiry for computers; mechanical handling machinery; packaging machinery; printing machinery; wrapping and tying machinery. E.S.B. 48532/69/J.
3s. Agency inquiry for wire mesh. E.S.B. 47388/69/J.
Agency inquiry for pumps. E.S.B. 48400/69/J.
Agency inquiry for gift articles; souvenir items. E.S.B. 48360/69/J.

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Inquiry for storage racking system. E.S.B. 26045/69/J.
Inquiry for grinding equipment. E.S.B. 47281/69/J.
Agency inquiry for clothing. E.S.B. 48330/69/J.
Agency inquiry for bleachers and dyers for finishing; grey and felt cloth; plastic foils; window display paper and fabrics. E.S.B. 48199/69/J.
Inquiry for carpet remnants. E.S.B. 48674/69/J.

Bulletin 231/69
Agency inquiry for trend-type clothing. E.S.B. 48878/69/J.
Inquiry for dresses; paper underwear. E.S.B. 44174/69/J.

TANZANIA

Bulletin 229/69
Inquiry for commercial stationery; office equipment and machinery. E.S.B. 37971/68/J.

THAILAND

Bulletin 230/69
Inquiry for leather board manufacturing equipment; shoe parts. E.S.B. 48605/69/J.

UGANDA

Bulletin 229/69
Inquiry for shoe manufacturing materials. E.S.B. 45704/69/J.

Bulletin 230/69
Inquiry for wire. E.S.B. 48909/69/J.

Bulletin 231/69
Agency inquiry for clothing; hosiery. E.S.B. 32769/69/J.
Inquiry for bending machine; clamps; steel plate; tubing; welding machine; welding wire. E.S.B. 15384/69/J.

Bulletin 232/69
Inquiry for guillotine; office stationery and equipment; printing press. E.S.B. 48627/69/J.

UNITED STATES OF AMERICA

Bulletin 227/69
Inquiry for multiple head airbrush (spray gun). E.S.B. 47619/69/J.
Inquiry for crystal circles, shapes and forms; glass; glass wedges; instrument glass. E.S.B. 47426/69/J.
Inquiry for pewterware. E.S.B. 46270/69/J.

Bulletin 228/69
4s. Inquiry for electric motor laminations die. E.S.B. 34618/69/J.
2s. Inquiry for electric cord. E.S.B. 41954/68/J.
Inquiry for industrial gloves. E.S.B. 48552/69/J.
Manufacture under licence – packaging machinery. E.S.B. 46039/69/J.
Inquiry for hairdressing accessories. E.S.B. 48374/69/J.
Inquiry for cooking utensils; dish cloths; dinnerware; giftware; service industry clothing; towels. E.S.B. 47422/69/J.

Bulletin 229/69
Inquiry for barometers; clocks. E.S.B. 48626/69/J.
Inquiry for socks. E.S.B. 48669/69/J.

Bulletin 231/69
Inquiry for custom designed gear boxes; hydraulic valves and accessories. E.S.B. 48944/69/J.
Agency inquiry for conveyors; tube tapering equipment. E.S.B. 48362/69/J.

VARIOUS

Bulletin 229/69
Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

VENEZUELA

Bulletin 231/69
Inquiry for can making machinery. E.S.B. 48885/69/J.

ZAMBIA

Bulletin 227/69
Agency inquiry for jam. E.S.B. 47344/69/J.

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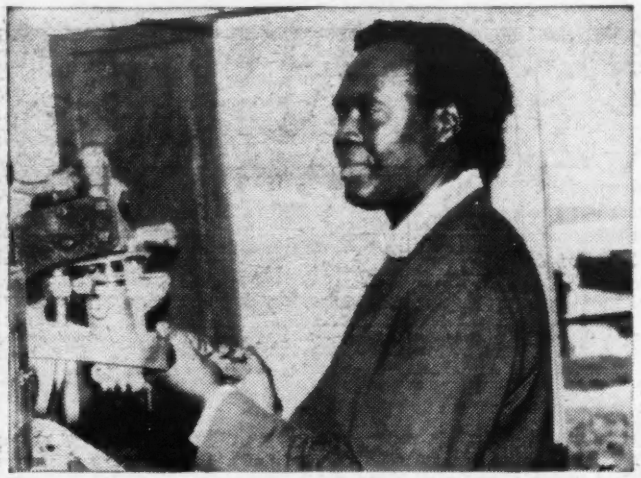
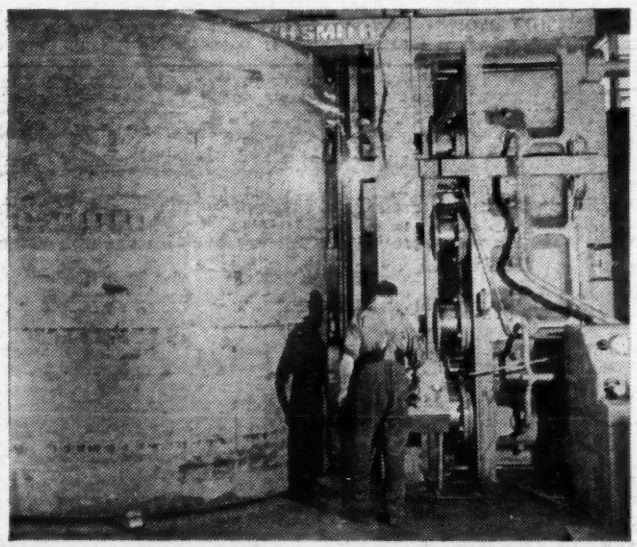


Dr. Milton Obote, President of Uganda, drives a railway engine across the new £1 million road-rail bridge at Pakwach during the recent opening ceremony. The new bridge was built by the Mowlem Construction Company Limited, a member of the Mowlem Group, in two years. Consulting engineers were Coode and Partners of London; Dorman Long (Bridges and Engineering) Limited were sub-contractors for the steel work which was fabricated by the Cleveland Bridge and Engineering Company Limited.



Machine tool manufacturer Hugh Smith (Glasgow) Limited, a member of the GHP Group, has secured an order worth £100,000 to supply a 3,000 ton pressure vertical plate bender to Japan, in the face of international competition. The equipment will be supplied to the Sakai Ironworks, headquartered in Osaka, one of Japan's leading manufacturers of large-scale iron and steel pipework, bridges, pressure vessels and allied heavy industrial equipment.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757,

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Mexico City stop-over

CONTINUING HIS world tour, Mr. Kenneth Thorogood, managing director of the Tozer Kemsley and Millbourn group, has been to Mexico City to visit the group's subsidiary, Alexander Luncan, Rio Po.

He has already visited Hong Kong and Vancouver and was later to visit subsidiaries in New York and Toronto.

Touring Middle East countries

Mr. John J. Bonaker, area amanager – Middle East, for Thorn Lighting Ltd., left London on November 27 for a tour of Middle East countries, including Iran, Iraq, Kuwait and the Lebanon. During his tour, Mr. Bonaker will meet representatives of Thorn's sales agents, oil companies, local electricity authorities, and British and national government officers. He will be returning to England on Saturday, December 20.

Asian fact-finding mission

MR. RICHARD HOBHOUSE, managing director of the Blue Funnel Line, left Manchester Airport recently for a four-week visit to South-East Asia. He intended discussing shipping services with agents and customers. Blue Funnel's sailing schedules, with eight monthly sailings from Birkenhead to the Far East, were geared to meet customers' demands for a fast, regular service, but people in Asian markets were always buying new British products and the packing and methods of shipment were always changing. It was important that any changes which were required should be made promptly.

Exports of timber and palm oil from Malaysia and manufactured goods from Singapore were booming.

Machine tool interest in Australia

BACK from a month-long sales tour of the Antipodes and Japan is Mr. J. B. Crockatt, export sales manager of Giddings & Lewis-Fraser Ltd., of Arbroath, and a director of the company's sales subsidiary based in Altrincham.

Mr. Crockatt was particularly impressed by the growing Australian interest in numerically controlled machine tools; firm inquiries engendered as a result of his talks with potential customers could result in over £200,000 worth of sales into Australian industry.

Part of his visit was taken up checking on the company's machine tools in the process of being installed in Clayton, Victoria – where the machine was already cutting components – and in Newcastle, NSW. Both installations, Mr. Crockatt believes, will provide on-the-spot 'show pieces' for the company and should materially assist its sales effort in Australia.

Also interesting was New Zealand's awakening awareness of sophisticated machine tools. Mr. Crockatt believes this is a market which could expand rapidly in the near future.

'Whistle-stop' tour

MR. ROWLAND HILL, a director of Expandex Ltd. of Biggleswade, manufacturers of office filing systems, visited Canada and the United States in November on a 'whistle-stop' seven-day tour. Apart from visiting the company's agents in Canada, he visited the Canadian National Business Show in Montreal. After going round important retail outlets with the Toronto agent, Mr. Hill went to New York.

Considerable interest in system

A SUBSTANTIAL INCREASE in his company's export business is anticipated by a Bristol engineer as the result of a marketing trip to South Africa, Australia and New Zealand.

Mr. Ronald A. Levan, managing director of Bristol Erickson Ltd., Kingswood, Bristol, returned recently from a four-week tour, half of it spent in flying to industrial centres all over Australia.

Engineers in Australia and New Zealand showed considerable interest in the company's system of high precision tooling. Initial orders, worth from £10,000 to £12,000, show promise of rising to a level of around £50,000 a year.

Joint-managing directors of the Slumberland Group of Birmingham, Mr. J. N. Bridson (left) and Mr. L. T. Docker, left London's Heathrow on November 15 on a three-week business trip to the Far East and America which will also include negotiating new licensing agreements for the Group's posture springing system.

Visit to USSR

MR. E. C. (JOCK) MCKAY, Holman's Eastern Europe sales manager, has been visiting the USSR as a member of a delegation sponsored by the Association of British Mining Equipment Exporters, with the backing of the BNEC. The delegation was granted facilities to visit coal and metalliferous mining centres in the USSR, and covered 10,000 miles in 10 days, travelling as far as Tashkent.

Mr. McKay has visited the USSR several times in the past seven years, both in his present capacity as area sales manager and formerly as organizer of Holman participation in exhibitions and trade fairs.

OUTWARD MISSIONS

Congo has 'immense potential'

A 12-MAN TRADE MISSION recently returned from a 14-day visit during which it was based on Kinshasa, and visited Lubumbashi.

Giving his impressions of the trip and discussing the possibilities for increased Anglo-Congolese trade, Mr. N. I. Bond-Williams (president of the Birmingham Chamber of Commerce and Industry and chairman, Rod Division, The Delta Metal Co. Ltd.), leader of the mission, thinks that the Congo has an immense potential which its Government is determined to realize. The mission found every indication of a new stability in the country essential to future growth and development. The possibilities offered by mineral extraction, hydro-electric power and agriculture are already attracting substantial foreign investment. 'There are opportunities for British companies to begin to get in on the ground floor,' says Mr. Bond-Williams, 'and the report of our mission will aim to advise them how to do so. It is particularly important at this stage for Britain to be able to offer supplier credits on internationally competitive terms.'

An invitation was extended by the mission to a major mining company to send members of its management, technical and buying staff to Britain to see what could be offered by British manufacturers.

Success in South America

THE Leicester and County Chamber of Commerce mission to South America from November 1 to 29 was very successful, according to the mission secretary, Mr. A. H. Green, deputy secretary of the Leicester Chamber. He reports that in Brazil firm orders for the nine companies participating amounted to £48,000, with £342,000 expected in the next 12 months. Efforts in the Argentine resulted in firm orders worth £24,000 and £217,000 expected within the next year.

This, according to the mission members, is a difficult market to assess as much depends on the issue of licences to import at a low rate of duty, but the assessment of orders is on the conservative side.

The mission stopped in Peru for one night only, yet two representatives managed to take orders for £6,000 worth of equipment, with expected orders worth £105,000 for the next 12 months.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for insertion in these columns.

£830,000 machinery for Manila

Molins Machine Co. Ltd., London, recently shipped cigarette manufacturing plant worth approximately £830,000 to the Philippines. The equipment, for the Sylvana Tobacco Corporation, comprises leaf-processing, cigarette-making and other ancillary machinery for a new factory in Manila.

Buildings for New Guinea

In competition with Canadian and Finnish companies, J. E. Lesser AG, the Geneva-based European subsidiary of the J. E. Lesser Group of Hounslow, Middlesex, have been awarded a contract worth US $431,000 for the design and provision of prefabricated termite-proof 'Supalite' buildings with all internal services, plus air conditioning and hard and soft furnishings.

The buildings – a hospital, club, restaurants, offices and bungalows – are being delivered to the Republic of Guinea during November and December this year and completed for occupation by February 1.

Long-term agreement

Geo. W. King Ltd., Stevenage, Herts, have announced an important link with the Nikex Trading Company for Products of Heavy Industry, Budapest. Protocols confirming a 10-year agreement were signed recently during a visit by a high-level, eight-man delegation of Hungarian experts. Under the agreement, exclusive rights to manufacture and sell King conveyor systems in Hungary have been granted, subject to royalty payments. The agreement also covers the supply of King technical know-how, equipment manufacturing information and the training of Hungarian engineers.

£67,000 contract from Baghdad

Sika Contracts Ltd. have begun work on a £67,000 contract for the provision of anti-corrosive linings to the new East Bank trunk sewers in Baghdad. Work is scheduled to last for the next four months, and will comprise the application of pitch epoxy resin protective linings to newly constructed, large-diameter, concrete sewers and adjacent manholes to protect them against corrosive attack resulting from the formation of sulphuric acid on the surface concrete. The contract was won by Sika Contracts Ltd. of Banstead, Surrey, against international competition.

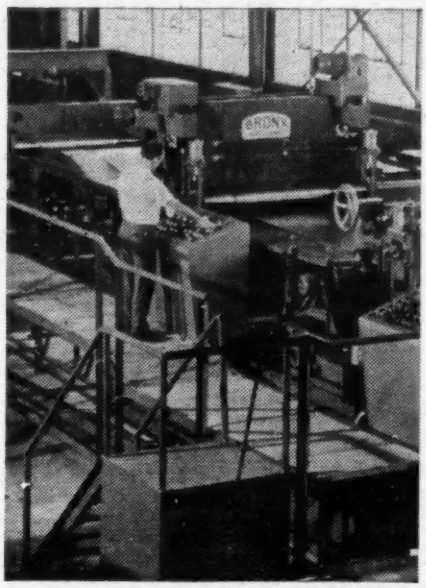
£1 million sales forecast

During the first nine months of 1969, the Coventry-based Dunlop Wheel Division's export sales exceeded £760,000. This is an increase of 31 per cent on the equivalent period last year and means that the figure for the year should exceed £1 million for the first time in the Division's history. The main overseas markets were Sweden, Belgium, the United States and the Federal Republic of Germany.

Barbados package deal

A chance visit by a hotel operator from Barbados to the Catesby Integra international hotel furnishing centre in Tottenham Court Road, London, resulted in a £20,000 order against strong competition. The hotel operator, on holiday with his wife, placed an order for the complete furnishing of two new hotels. Catesby Integra, who specialize in complete package deals for the hotel and leisure industry, are supplying everything from the furniture and bedding to the glassware and cutlery.

Another recent order, worth about £6,000 and first phase of a £30,000 contract, is for office and apartment furnishings for the Saudi Arabian Government. It was placed by Dexion Ltd. of Wembley.



A new cut up line, manufactured by The Bronx Engineering Co. Ltd., of Lye, Worcs., installed in the Hamilton, Ontario, works of Russelsteel Ltd., one of Canada's biggest steel stockholders. This cut up line is of a highly developed design and is capable of cutting sheets to an accuracy of within 1/64 inch or better. The cut up shear enables all types of sheets, including galvanized sheets, etc., to be stacked without the danger of scratching.

Fish processing plant for Eire

IDC Ltd., Stratford upon Avon, international designers and constructors of industrial projects, have been engaged by The Irish International Trawler Company, a Cork-based concern, to design, construct and install the plant for a proposed £2.83 million industrialized fish processing undertaking. The plant is to be established on a 70-acre site at Ringaskiddy in Co. Cork. The development will consist of a new dockyard and a highly mechanized factory. The factory will process about 15,000 tons of fish a year into smoked, marinated and fillet form, and all the products will be exported, initially to Eastern Europe.

£750,000 drug contract

A contract with an expected value of approximately £750,000 for the supply of a drug to treat skin disorders has been signed in Warsaw by ICI Pharmaceuticals Dvision. The drug 'Synalar' (fluocinolone acetonide) will be processed in Poland for sale there and in the USSR.

ICI Pharmaceuticals Division exports to Europe (east and west) have grown from just over £1 million in 1961 to an estimated £8.69 million by the end of 1970.

Cable conduits for Guyana

Turners Asbestos Cement Co. Ltd., Manchester, have won an order covering 100,000 yards of 3¼-inch diameter 'Everite' cable conduits, to be used for telecommunications in Guyana. The order, valued at over £40,000, was received from Telephone Cables Ltd. of Dagenham.

Turnover quadrupled

Hertford Precision Engineers Ltd., Hoddesdon, are making a sales drive among Switzerland's electrical and electronic companies at the same time as the BNEC (European components service) is exploring the whole industrial scene in Switzerland on a direct visit basis.

The company claims to be the largest independent supplier of component parts to the British Post Office, and a major supplier to British electrical and electronic manufacturing companies. At its factory in Hoddesdon, volume throughput of type 3000 and 600 relays, plus a capacity for custom-built components, is now available to Swiss electric and electronic manufacturers.

The company, headed by Mr. W. A. G. (Wally) Hill, has quadrupled its turnover in the past five years and from sample orders so far received is expecting 33⅓ per cent increase in its direct export trade in the current year.

Nairobi STD equipment

Subscriber trunk dialling facilities have been made available to telephone subscribers in Nairobi, the capital of Kenya, with the switching into service of the first stage of a major new STD network which will embrace most of East Africa. The equipment has been supplied by the Plessey Telecommunications Group and installed in collaboration with Plessey (East and Central Africa) Ltd. The whole project is part of a £314,000 contract placed with Plessey by the East African Post and Telegraph Corporation. The equipment for the installation has been manufactured at Plessey factories on Merseyside.

Diamond mining township

A new company jointly owned by the British Costain Group has won a £1.8 million contract to build the first phase of a diamond mining township on the edge of the Kalahari Desert in Botswana. Building and civil engineering work to be undertaken by Cosgrin (Botswana) Pty. Ltd. for the Anglo-American Corporation of South Africa Ltd. includes the construction of 165 family housing units, single quarters for 200 workers, and ancillary services such as schools, shops, clubs, a clinic, police station and offices.

Packaway dance floor

The packaway dance floor manufactured by the Hull firm of J. A. Hewetson & Co. Ltd. is becoming increasingly popular overseas. One of the foremost social clubs in South-East Asia, the Singapore Cricket Club, recently took delivery of one of these portable dance floors.

Known as Lynx Cub, the 3 x 3 ft. interlocking panels can easily be carried by one man, and one person, using the locking key provided can lay the floor in a short time.

First Australian distributor

Reliant's international dealer network has been strengthened by the appointment of the first distributors in Australia. Castle Motors Pty. Ltd., of Norwood, Adelaide, South Australia, have been appointed to handle sales of the Scimitar GTE and Scimitar GT coupés.

The first Scimitars for the Australian market—one GTE and two 3-litre coupés – have already been shipped to Adelaide.

Reliant vehicles – Scimitars, Rebel saloons and estates, and the Regal three-wheeler saloons and vans – are now being handled by dealers in 20 countries.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEASTARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

CEREAL

Decision No. 69/410/CEE modifies **Decision No. 691/375/CEE** authorizing Germany to take safeguard measures in the agricultural sector and Decisions 69/377/CEE and 69/392/CEE for its implementation (*Journal Officiel* No. L290 dated November 18, 1969).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2264/69 relates to requests for the refund of aid granted by member states to organizations of fruit and vegetable producers (*Journal Officiel* No. L287 dated November 15, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2273/69 modifies **Regulation (CEE) No. 785/67** relating to the methods for purchasing olive oil by the intervention organizations (*Journal Officiel* No. L287 dated November 15, 1969).

Regulation (CEE) No. 2274/69 modifies **Regulation (CEE) No. 172/66** fixing the coefficients of equivalence for olive oil (*Journal Officiel* No. L287 dated November 15, 1969).

Regulation (CEE) No. 2277/69 modifies the export refund for oil seeds (*Journal Officiel* No. L287 dated November 15, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2275/69 modifies **Regulation (CEE) No. 1666/69**, relating to certain measures to be taken in the cattlemeat sector following the devaluation of the French franc (*Journal Officiel* No. L287 dated November 15, 1969).

Regulation (CEE) No. 2276/69 relates to reducing the compensatory amounts applicable in the cattlemeat sector to certain French exports to third countries (*Journal Officiel* No. L287 dated November 15, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2283/69 modifies **Regulation (CEE) No. 1667/69,** which relates to certain measures to be taken in the milk and milk products sector following the devaluation of the French franc, in so far as it concerns the subsidies and compensatory amounts for powdered butter milk (*Journal Officiel* No. L290 dated November 18, 1969).

Regulation (CEE) No. 2284/69 modifies **Regulation (CEE) No. 2186/69** relating to a regular auction of powdered skimmed milk sold by the Belgian, German, French and Dutch Intervention Organizations and exported to third countries in the form of processed products (*Journal Officiel* No. L290 dated November 18, 1969).

SUGAR

Decision No. 69/423/CEE concerns the non-carrying out of the auction specified by **Regulation (CEE) No. 2100/69** (*Journal Officiel* No. L292 dated November 20, 1969).

CATTLE, BEEF AND VEAL: CORRECTION

The notice concerning the cattlemeat, beef and veal sector which was published in the *Board of Trade Journal* dated November 19, 1969 should be replaced by the following:

Regulation (CEE) No. 2140/69 completes **Regulation (CEE) No. 888/68** so far as it concerns the definition of preserved food referred to in **Regulation (CEE) No. 805/68** which set up the Common Market organization in the cattlemeat sector (*Journal Officiel* No. L274 dated October 31, 1969).

Regulation (CEE) No. 2185/69 concerns the verification of the price of beef and veal in the representative markets in the community (*Journal Officiel* No. L276 dated November 1, 1969).

WORK OF BRITISH STANDARDS INSTITUTION

Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

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Common customs tariff

THE *Journal Officiel des Communautés Européennes* No. L287, dated November 15, 1969, contains the text of Regulation (CEE) No. 2263/69 suspending the common customs tariff on the following goods, for the period January 1, 1970 to December 31, 1972.

Common Customs Tariff No.	Description of Goods	Rate at which suspended
57.06	Yarn of jute	8%
57.10	Woven fabrics of jute:	
	A. Of a width of not more than 150 cm. and weighing per square metre:	
	I. Less than 310 grammes	20%
	II Not less than 310 grammes and not more than 500 grammes	19%
	III. More than 500 grammes	15%
	B. Of a width of more than 150 cm.	22%
62.03	Sacks and bags used for packing:	
	A. Of jute fabrics:	
	II. Others:	
	(a) Of woven fabrics weighing less than 310 grammes per square metre	20%
	(b) Of woven fabrics weighing not less than 310 grammes per square metre and not more than 500 grammes per square metre	19%
	(c) Of woven fabrics weighing more than 500 grammes per square metre	15%

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Import regulations for meat for human consumption

THE FRENCH *Journal Officiel* of November 18 announced that the following establishments should be added to the list of abattoirs in Britain inspected and approved by the competent authorities:

Name and address of firm	Approved No.
D. S. Cooper Ltd., Huddersfield, Yorks.	E.W.S. 78
F. W. Baker Ltd., Rugby, Warwicks	E.W.S. 79
T. C. Price Hordley Abattoir Ltd., Hordley, Cheshire	E.W.S. 80
W. R. Yeo & Sons, Barnstaple, Devon	E.W.S. 81
McGrouther's Abattoir, Stirling, Scotland	S. 16
A. Smith and Sons, Lockerbie	S. 18

The names of the concerns listed below should be deleted from the lists published in the *Board of Trade Journal* of July 15, 1966 (page 193), January 20, 1967 (page 175) and May 28, 1969 (page 1530).

Name and address of firm	Approved No.
British Beef Co., West Ham Abattoir, London, E.16	E.W.S. 47
Prosper de Mulder Ltd., Doncaster, Yorks.	E.W.S. 61
Louis C. Edwards and Son Ltd., Manchester 10	E.W.P. 21

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Imports of frozen beef

THE FRENCH *Journal Officiel* of November 15 announced that following EEC Regulation No. 2239/69, certain amendments have been made to the procedure to follow to obtain import certificates for frozen beef imported from all countries other than member countries of the EEC. These certificates will be granted by the main regional custom offices.

Inquiring relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text of the notice and the procedure to follow (as described in the French *Journal Officiel* of August 15, 1968) may be seen.

TURKEY

Suspension of liberalization list imports

IT WAS announced by the Turkish Ministry of Commerce on November 10 that, apart from various publications and developed cine-films, further imports of goods on the liberalized lists have been suspended until the announcement of the 1970 import regime on January 5, 1970. Import requests received before November 8 will be allowed.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

PORTUGAL

Decree Law

PORTUGUESE *Diaro do Governo*, 1st Series, No. 262, of November 8, 1969, published Decree Law No. 49365 which notified the inclusion of the following articles in the list annexed to Decree Law No. 47958, of September 25, 1967. This latter Decree Law brought up to date the list of articles subject to Article 3 of the Stockholm Convention, i.e. Goods of EFTA origin entitled to duty-free entry.

ex 48.07.07: Latex-impregnated paperboard.
90.23.02: Clinical thermometers.
90.28.04: Electrical measuring, checking, analysing or automatically-controlling instruments and apparatus, not specified.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

SPAIN

Customs tariff modification

THE SPANISH *State Gazette* of November 17 announced the following modification of import duty on Kenaf effective forthwith:

Tariff Heading	Description	Definitive Duty	Transitory Duty
57.04	Other vegetable textile fibres, raw or processed but not spun; waste of such fibres (including pulled or garnetted rags or ropes):		
A 1	Kenaf	25%	Free

Import quota: extension of time limit

Notice was given in the *Board of Trade Journal* of May 28, of an import quota on wire rod ('Fermachine') (tariff heading 73.10.B1) valid until June 30. The import quota for wire rod imports has been increased by 10,000 tons and the Spanish *State Gazette* of November 17 announced that the period of validity has been extended to December 31.

BALEARIC ISLANDS

Import duty suspension: seed potatoes

THE SPANISH *State Gazette* of November 17, announced the suspension of the import duty on seed potatoes (tariff heading 07.01 A 1b) until December 31.

Inquiries about these notices should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

IRISH REPUBLIC

Ban on manufacture and sale of certain domestic electrical appliances

THE MINISTER for Industry and Commerce in the Irish Republic has made an Order under Section 44 of the Industrial Research and Standards Act, 1961 making it unlawful to manufacture, assemble or sell as from July 1, 1970 a domestic electrical appliance which has a mains lead with three electricity conductors unless it complies with the Irish Standard Specification entitled 'Electrical Appliances – Colour Code for Three Core Leads' (I.S. 167: 1969). Copies of the standard may be purchased (price 5s.), from the Institute for Industrial Research and Standards, Ballymun Road, Dublin, 9.

The Order, Industrial Research and Standards (Section 44) (Electrical Appliances) Order, 1969, also makes it unlawful to manufacture, assemble or sell between December 1, 1969 and June 30, 1970, inclusive, any such appliance unless it complies with the prescribed requirements as to the connecting, labelling and colouring of the outer covering of the conductors.

Copies of the Order may be purchased from the Government Publications Sales Office, GPO Arcade, Dublin, 1.

Mr. G. Hoffmann (right), proprietor of G. Kiefer & Cie, AG, of Zürich, Switzerland, pictured discussing the new earthenware pattern Kashmar with Mr. Douglas Hawley, Wedgwood export sales manager, during a visit to the Wedgwood factory at Barlaston.

FEDERAL REPUBLIC OF GERMANY

Displaying of prices

A NEW LAW coming into force on January 1, 1970, in the Federal Republic of Germany will require that prices be clearly displayed.

Details and copies of the original text in German may be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482, 7068, 7069).

ISRAEL

Tariff amendments

THS BOARD OF TRADE have received details of amendments to over 400 items in the Israeli tariff. These amendments will be applicable from January 1 until December 31, 1970.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

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ITALY

Chemical additives to foodstuffs

BRITISH EXPORTERS of foodstuffs are reminded that failure to comply with Italian requirements on labelling and the use of chemical additives and colouring in their products renders their consignments liable to be refused entry by the Italian Customs.

Copies of the relevant regulations can be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

SOUTHERN YEMEN

Aid from East Germany

IT WAS ANNOUNCED in Aden on October 20 that six agreements had been concluded between the People's Republic of the Southern Yemen and East Germany as follows:

(a) technical and scientific co-operation,
(b) cultural and scientific co-operation,
(c) commercial development,
(d) development of small industries,
(e) air and navigation,
(f) naval.

Inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221), quoting reference CRE 27994/G.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF APPLICATION List No. 499, published in the South African *Government Gazette* of November 21, contains an application to the Board of Trade and Industries for increases in duty as follows:

Styrene copolymers, liquid or pasty, from free of duty to 15 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2274).

KENYA

Import licensing regulation

LEGAL NOTICE No. 246 published in the Kenya *Official Gazette* Supplement No. 90 of November 14 announces with effect from October 1, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 6) Order, 1969, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First Schedule to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664) and subsequently amended, is now further amended by the addition of the following items:

FIRST SCHEDULE

Code	Division Number, Group Number, Item, Codes and Items
	Division 62 – Rubber Manufactures, n.e.s.
629	Articles of rubber, n.e.s., rubber tyres and tubes for vehicles and aircraft.
629 1 0 1	Tyres for road motor vehicles.
629 1 0 4	Tyres for tractors, bulldozers, graders and the like.
629 1 0 5	Tubes for road motor vehicles.
629 1 0 8	Tubes for tractors, bulldozers, graders and the like.
629 1 0 9	Tyres and tubes, n.e.s.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

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MALI

Lifting of import prohibitions

THE *Moniteur du Commerce International* of November 3, 1969 reported that Decree No. 724 of October 9, 1969 has suspended the provision of Decree No. 81, of February 6, 1969 which prohibited the import into Mali of the following goods:

Mali Tariff No.	
17.04	Sugar confectionery (not containing cocoa)
Ex 33.06	Scented creams and 'Nivea' cream
Ex 39.02	Garden hose, in plastic
40.11 B c	Inner tubes for cycles and motor cycles
Ex 64.01	Plastic shoes
Ex 85.15	Transistor radios.
Ex 87.12	Spokes and nuts for cycles and motor cycles

On entry into Mali these goods will be taxed on an arbitrary scale determined by the customs.

Import prohibitions

THE *Moniteur du Commerce International* of November 3, 1969 also reported that Decree No. 724 of October 9, 1969 valid from the same date, has prohibited the import of the following goods into Mali:

Mali Tariff No.	
34.01 A	Ordinary soap
15.07 A III, 15.07 B I	Crude vegetable oils and refined groundnut oil
24.02 A 4	Cigarettes
36.06	Matches
25.22	Quicklime

Exceptions will be made according to need.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 and 288).

RWANDA

New credit restrictions on imports

THE *Journal Officiel* of the Republic of Rwanda, of May 15, 1969, announced new credit restrictions on imports into Rwanda. In the course of the last few months, imports have risen far above Rwanda's requirements and led to a serious accumulation of merchandise, causing payment and credit difficulties. In order to avoid further pressure on credit the National Bank has had to adopt the following regulations:

(1) Any importer applying for a licence must do so in writing, confirming that when paying for the imports in question he will not have recourse to credit, or over-run the normal regulation credit allowance. Failure to do so will lead to a fine of up to 5 per cent of credit irregularly used, with a minimum of 10,000 francs.

(2) Any importer requiring either a global licence, or an ordinary licence for a million or more francs, or a group of licences for more than 3 million francs in any one month should present, through his bank, a dossier comprising:
   (a) A copy of the balance sheets, trading, profit and loss accounts for the last financial year, at the latest three months after the close of the financial year.
   (b) An account of stocks remaining at the end of the calendar quarter, a monthly statement for each commodity and a statement of sales realised during the same quarter.
   (New importers should submit a programme of intended transactions for the coming financial year).
   (c) Licences will not be validated after April 20, 1969, unless a written application and the other documents mentioned above are presented.

(3) The balance sheets, trading, profit and loss accounts must be remitted each year in the three months following the close of the financial year; statements of stock and monthly statements of sales must be renewed within the first 15 days of each calendar quarter, or, at the latest, at the introduction of the first licence of the quarter in question.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408, 423 or 288).

ALGERIA

Import restrictions (1)

THE ALGERIAN *Journal Officiel* of October 17, 1969 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 30.04 A	Adhesive plasters and dressings, impregnated or coated with pharmaceutical substances, or put up in retail packings for medical or surgical purposes.
Ex 73.34	Desk pins.
Ex 83.05	Paper clips.

Existing orders could be admitted quota-free until October 25.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Import restrictions (2)

THE ALGERIAN *Journal Officiel* of October 24, 1969, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963). These are amendments to previous decrees (see *Board of Trade Journal* March 28 and July 23).

Tariff No.	Description
73.35 A	Springs and leaves for springs including detached leaves.
87.14 C II	Wheelbarrows.
98.01	Buttons and button moulds, studs, cuff-links, and press-fasteners, including snap-fasteners and press studs: blanks and parts of such articles.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

SIERRA LEONE

Application for import licences, 1970

IN A NOTICE published in the *Board of Trade Journal* of October 29, pages 1204-1206, details were given of Sierra Leone Government Notice No. 1176, which invited application from importers for those goods they desire to import into Sierra Leone during the period ending December 1970. This notice is now amended by Government Notice 1327 to include the following items for which specific import licences are required:

Customs classification	Schedule items
276-310	Salt put up for table use.
276-390	Salt (including salt liquors and sea waters), n.e.s.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

LIBYA

Hospitals

THE LIBYAN Revolutionary Command Council have announced that ownership of the Moassat Hospital in Tripoli and the Adventist Hospital in Benghazi will be transferred to the State.

Compensation will be paid against the assessment of a committee which will draw its members from the Court of Appeal, the

Primary Court, Ministry of Finance, Ministry of Health and representatives of the two hospitals. Compensation will be paid after deduction of the necessary taxes, etc., and debts of the hospital.

All creditors are required to submit statements of debts supported by authenticated documents to the committee within 30 days of the issue of the Decree (on November 23). Statements should be sent to the Chairman of the Compensation Committee at the Court of Appeal, Tripoli, and also to the Minister of Health, Tripoli. In this connection readers should refer to the notice on the use of Arabic which appeared in the *Board of Trade Journal* on October 29, 1969.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

CEYLON

Import control

THE BRITISH High Commission in Colombo has informed the Board of Trade that it has been reported in the local press that a Government spokesman has stated the following items will be banned from importation into Ceylon:

Wall clocks, paper sacks, zip fasteners, duplication inks, spectacle frames, mirrors, cooker bottles, sandpaper, rubber solution, car polish, pastel crayons, brass and silver polish, nuts and bolts, steel safes, steel safety hasps, steel safety cover bolts, straight through stack valves, steel butt hinges, steel T hinges, steel parliament hinges, globe valves, wash basin pillar taps, bench vices 6in. and below, printing knives, axes, pick axes, stainless steel and electro plated spoons, pvc pipes $\frac{1}{8}$in. to 6in., typewriter ribbons, crockery, plugs and switches up to 5 amps, copper coated cone springs, enamelware, arc welding transformers, carpenters hand braces up to 10in. wash basins, equal angles, from 1in x 1in x 1in. x 8in. up to and including unequal angles from 1$\frac{1}{2}$in. x 1in. x $\frac{1}{4}$in. up to and including 3in. x 2in. x $\frac{1}{8}$in., mild steel flats from $\frac{1}{2}$in. x $\frac{1}{4}$in. up to and including 2in. x $\frac{1}{4}$in., low level commodes and cisterns, standard torch cells, dry cell portable power packs, semolina, pillar taps, rim door locks, motion door locks, kitchen knives, table forks and knives, drill chucks up to $\frac{1}{2}$in., galvanised corrugated and flat sheets in the gauges 22-33, British wire gauge and 35-37 United States wire gauge inclusive together with any size that correspond to these gauges, flint paper, mathematical instrument boxes and 12 volt ignition coils.

There has been delay in publishing Ceylon Government Gazette notices relating, *inter alia*, to import licensing regulations. As soon as the Gazette notice covering this change is received further details will be given.

PHILIPPINES

Credit restrictions

A FURTHER RESTRICTION on foreign exchange for imports into the Philippines has recently been announced. The ceiling on the letter of credit made available by the commercial banks will be reduced by a further 15 per cent to 55 per cent of the monthly average during the base period October 1968 to March 1969. The letters of credit will be made available by weekly instead of monthly instalments in future and will still be limited to the purchase of essential consumer goods, essential producer goods and semi-essential producer goods. These new restrictions took effect from November 17, 1969.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 313, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2253).

INDONESIA

Foreign investment

INVESTORS in the Indonesian market will wish to know that the procedure involved in the submission of Letters of Intent and for Project Proposals in Indonesia have recently been altered.

In future, investors must complete 'Foreign Investment Application Form A' when submitting a Letter of Intent and will later be required to complete a Form B which covers the Project Proposal. This latter form requires details of plans for expansion, project income and capital.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 313, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

JAPAN

Ban on use of cyclamate

ON PAGE 1491 of the *Board of Trade Journal* dated November 26, 1969, an item appeared setting out details of the decision of the Japanese government to ban the use of cyclamate in Japan. The Japanese have now announced that only goods containing cyclamate which were shipped before November 10 (the date on which the ban was officially introduced) will be permitted entry into Japan. Nevertheless, these goods will still be subject to the same regulations for withdrawal from the market as those mentioned in the *Board of Trade Journal* of November 26.

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Restrictions on use of salicylic acid

THE JAPANESE Ministry of Health and Welfare has announced its decision to prohibit the use of salicylic acid as a preservative in sake, wine and vinegar. It is probable that this move will affect any other foodstuff containing salicylic acid.

Inquiries about this notice should be addressed to the Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

SINGAPORE

Pioneer industries

THE *Board of Trade Journal*, dated November 26, published on page 1491, under the heading Singapore, an order which stated that the following industries and products had been proposed for

(*Continued on next page*)

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SINGAPORE, *continued*

development, or establishment, under the Economic Expansion Incentive (Relief from Income Tax) Act, 1967:

Industries	Products
1 Electrical supplies	Carbon electrodes.
2 Manufacture of photographic and optical goods	Spectacle frames.
3 Manufacture of photographic and optical goods	Sun glasses.
4 Manufacture of photographic and optical goods	Lenses.

It has since been confirmed by the Singapore *Government Gazette* that industries and products at 2-4 were proposed on July 18, 1969, and were confirmed on November 5, 1969, and those at 1 were proposed on October 3, 1969, and confirmed on November 11, 1969. This notice means that these goods should be deleted from the above-mentioned *Journal* article.

Inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 24014/G.

Control of Manufacture Ordinance

THE SINGAPORE Government *Gazette* dated November 14, 1969, publishes the Control of Manufacture (No. 7) Order, 1969, which amends the First Schedule to the Control of Manufacture Ordinance, 1959 (published in the *Board of Trade Journal* of May 22, 1959, page 1277) by the addition of the following:

(lxxxvi) Processes, chilled and frozen poultry.

This ordinance requires intending manufacturers of the scheduled items to register.

MALAYSIA

Incentives for the tourist and hotel industries

THE MALAYSIAN Government has recently announced new provisions which will amend the Investment Incentives Act 1968. Details are as follows:

Tourist resort complex

Pioneer status that will be granted for the following projects:

(a) A tourist resort complex of international standard irrespective of its location;

(b) a tourist resort complex of international standard with one or more hotels of international standard irrespective of location. A hotel in a complex enjoying pioneer status will not qualify for the incentives offered to the hotel industry after the end of its tax relief period;

(c) where a hotel within a tourist resort complex is developed or operated by another company then it should be entitled only to the incentives for the hotel industry

Hotels/motels

(i) Incentives will be granted to the hotel industry (and in this context all further reference to hotels would also include motels) depending upon the location of the hotels. For this purpose four areas have been specified as follows:

Area	Coverage
A	Kuala Lumpur District and Penang Island.
B	Selangor (other than Kuala Lumpur District), Perak, Negri Sembilan, Malacca, Johore and Kota Kinabalu.
C	Pahang, Trengganu, Kedah, Kelantan, Perlis, East Malaysia except Kota Kinabalu.
D	Islands, hill resorts and other designated areas.

(ii) The incentives will be given for the establishment of new hotels and also for the expansion and modernization of existing hotels which meet the standardization for luxury, first-class and second-class hotels (as specified in the *Board of Trade Journal* of August 13, 1969, page 469).

(iii) The following incentives will be made available for the establishment of hotels in Malaysia. However the type of incentives offered and the extent of such incentives will depend upon the location of the approved hotels:

(a) An annual abatement of profits of a certain percentage of chargeable income for a period of 12 years to hotel operators;

(b) Normal industrial building allowance to hotel owners;

(c) Accelerated depreciation allowance (ADA) for qualifying plant and machinery in all approved hotels.

(iv) Approved hotels located in the areas specified below will be granted the following incentives:

Area	Incentives
A	Accelerated depreciation allowance.
B	Abatement of chargeable income of 20%. Normal industrial building allowance. Accelerated depreciation allowance.
C	Abatement of chargeable income of 25%. Normal industrial building allowance Accelerated depreciation allowance.
D	Abatement of chargeable income of 30%. Normal industrial building allowance. Accelerated depreciation allowance.

Past experience has shown that hotels in areas 'A' are sufficiently viable without any incentives at all. The offer of an accelerated depreciation allowance should, therefore, make the construction and operation of hotels in this area even more attractive.

(v) The granting and the continued operation of the above incentives will be conditional upon the Government being satisfied as to:

(a) The standard of management and service in the approved hotels and also the maintenance of the standards specified for luxury, first- and second-class hotels; and

(b) the rates for rooms and other services charged in these hotels.

(vi) The effective date of the incentives for individual applicants will be the date of commencement of business.

(vii) The incentives will be made effective from January 1, 1969, being the date of the introduction of the Investment Incentives Act, 1968 (i.e., new hotels which commence business on or after January 1, 1968, or existing hotels which prove to the satisfaction of the Minister to have completed their expansion or modernization programmes on or after January 1, 1968, will be allowed to qualify for the incentives).

(viii) The above incentives will be made available only to companies except that normal industrial building allowances may be made available to individuals and persons other than companies as well.

A previous announcement about incentives to the hotel industry appeared on page 469 of the *Board of Trade Journal* of August 13, 1969. The *Journal* of October 15, 1969, page 1059, gave the information that the Malaysian Government has declared 'Tourist Development Services' to be a Pioneer Industry under the Investment Incentive Act.

Import control: internal combustion piston engines

THE MALAYSIAN GOVERNMENT *Gazette* dated November 6, 1969, publishes the Customs (Prohibition of Imports) (Temporary Pros tective Measure) (Amendment) (No. 20) Order, 1969, which amend the First Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by inserting in their appropriate places the items listed below:

Heading No.	Description of goods	Country
84.06	Internal combustion piston engines	
	Diesel engines:	
	Stationary:	
210	Under 10 horsepower	All countries
220	10 horsepower to 50 horsepower	All countries
230	Over 50 horsepower	All countries
240	Marine	All countries
290	Parts	All countries
	Other:	
330	Marine, outboard	All countries

This notice means that the goods described in the second column are subject to special licensing when imported into any part of the Federation from any country.

AUSTRALIA

Withdrawal of dumping duty on collapsible sun lounges

A NOTICE was published in the *Board of Trade Journal* on April 8, 1966, to the effect that collapsible sun lounges had been made the subject of dumping duty under the Australian Custom (Dumping and Subsidies) Act, 1961-65.

The Board of Trade has now been notified by the British High

(*Continued on page* 1556)

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Stothert and Pitt Ltd. of Bath have been awarded a contract worth £485,000 to supply a twin-lift container for a multi-million pound container port now under construction in Wellington, New Zealand. It is being built on 38 acres of reclaimed land. This general view of the harbour was taken by the New Zealand High Commission.

AUSTRALIA, *continued*

Commission at Canberra that those dumping duties were withdrawn with effect from November 11, 1969.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 13806/64.

Tariff Board inquiry on pins

DETAILS OF THE above Australian Tariff Board inquiry on pins were published in the *Board of Trade Journal* of November 26, 1969, quoting tariff items 73-19 and 73.34 of the Australian Customs tariff. It should now be noted, however, that item 73.19 is inappropriate to that inquiry and that item 74.19 should be substituted in its stead. Details of tariff item 74.19 are given below.

Tariff Item	Goods	Rate of duty	
		General	Preferential
74.19	Other goods made of copper:		
74.19.200	Pins for brooches	12½% Primage 10%	Free Primage 10%
74.19.4	Safety pins, not being gold plated or silver plated:		
74.19.410	In fancy boxes	37½% Primage 10%	17½% Primage 5%
74.19.490	Other	7½%	Free
74.19.5	Pins, not falling within sub-item 74.19.4:		
74.19.510	Ordinary, with solid metal heads	30%	20%
74.19.59	Other:		
74.19.591	Wholly of brass, wholly of bronze or wholly of gun-metal	50%	27½%
74.19.599	Other	55% Primage 5%	27½%

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin, Details, Embajada Britanica, Casilla 854, Lima,

Tariff changes

DETAILS ARE GIVEN BELOW of changes made in the Australian Customs tariff by Customs Tariff proposals, which came into effect on November 7, 1969, and are consequent upon the Tariff Board Inquiry into: **chlorine and sodium hydroxide.**

AMENDMENT OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF: 1966-1969

Tariff Item	Goods	Rate of Duty	
		General	Preferential
28.17.1	Omit sub-item 28.17.1, *Insert* the following sub-item: Sodium hydroxide	55%	45%

NEW ZEALAND

Emergency Protection Authority: temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received applications for temporary protection of the following items:

Tariff Item	Description
Ex 90.28.00	Digital frequency counting equipment.
Ex 84.06.22	Marine outboard engines, viz., up to and including 7 h.p. engines.
Ex 84.23.04	Excavating machinery, etc., viz., other than excavators up to ⅜ cu. yd. capacity.
Ex 98.05.08	Crayons.

The question of temporary protection for these items may, at a later date, be referred to the Emergency Protection Authority.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 815/69, CRE 816/69, CRE 817/69 or CRE 818/69 respectively.

Emergency Protection Authority reports

COPIES OF THE FOLLOWING New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
Ex 90.10.09	Photo-copying apparatus.
99.04.00	Postage, revenue and similar stamps.
29.03.00	Sulphonated, nitrated or nitrosated derivatives of hydro-carbons.
59.17.08	Mops and bobs.

BRAZIL

Customs tariff amendment: medicines

CUSTOMS POLICY Council Resolution No. 717 published September 1, 1969 amends sub-item 30-03-044-99 of the Brazilian Customs Tariff as follows:

Tariff No.	Description	Rate of duty *ad val.* c.i.f.
30-03-044	Medicines (medications):	
04	Anti-rejection medication for transplanted organs, on advice from the Ministry of Health	Free
99	Medication based on any other chemical organic or inorganic compound	70%

ECUADOR

Amendment of prior import deposit system

HM EMBASSY in Quito has recently reported the full details of an announcement by the Ecuadorean Monetary Board on October 27

(*Continued on page* 1558)

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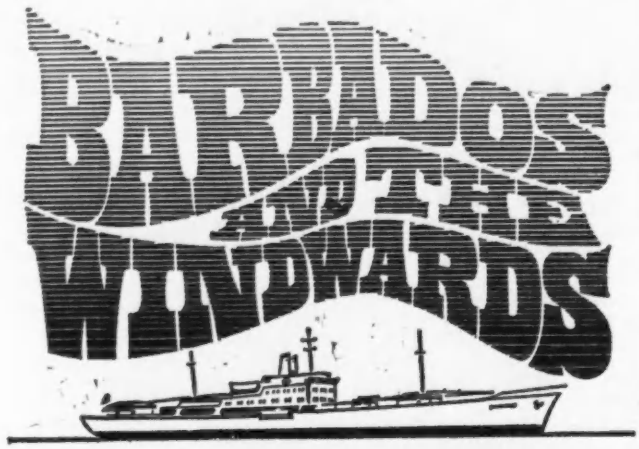

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ECUADOR, *continued*

concerning a new system of prior deposit payments. Under the new system the percentage of the deposit required for goods under both Lists I and II is determined by the length of payment terms involved, as follows:

Payment terms	0 to 90 days	91 to 180 days	181 to 270 days	271 to 365 days	1 year to 2 years	Over 2 years and up to 5 years	Over 5 years
List I	30%	27%	22·50%	15%	7·50%	3%	—
List II Deposits formerly required:							
70%	60%	54%	45%	30%	15%	6%	—
130%	115%	103·50%	86·25%	57·50%	28·75%	11·50%	—
170%	160%	144%	120%	80%	40%	16%	—
250%	240%	216%	180%	120%	60%	24%	—

It was announced at the same time that cash against document payments would once more be permitted.

Amendment of import stabilization surcharges

WITH EFFECT from October 23 the Ecuadorean non-returnable surcharge on imports was increased as follows:

List I goods . . . 11 per cent instead of 10 per cent
List II goods . . . 22 per cent instead of 20 per cent

EL SALVADOR

Import control: cyclamates

HM EMBASSY in San Salvador report the suspension of licences for the importation into El Salvador of cyclamates and all types of artificial sweeteners. Whilst this is a temporary measure the Ministry of Public Health in San Salvador is investigating whether the prohibition should be maintained on a permanent basis.

Statistical News

Now in its second year, Central Statistical Office's quarterly has established itself as a journal of first importance to users of official statistics throughout the business and academic world. Its notes on current developments and treatment in depth of selected topics keep readers closely in touch with all that is happening in official statistics and its cumulative index provides a unique source of reference for librarians and information officers.

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CHILE

Customs Schedule amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific Duty Gold Pesos	*Ad val.* Duty
25.03.02.01	Refined amorphous sulphur	0 (valid until 31.12.70)	0
25.03.02.99	Other refined sulphur	0 (valid until 31.12.70)	0
84.19.01.02	Machinery for filling, closing, labelling or capsuling bottles	0	40%
84.21.03	Add new sub-headings:		
84.21.03.01	Spray guns for painting with monobloc compressors of up to ¾ h.p.	KG 0	200%
84.21.03.99	Other	KG 0·20	150%
90.24.99	When incomplete level gauges are imported hereunder with the permission of the Development Corporation (CORFO)	0 (valid until 31.12.70)	5%

UNITED STATES

Air pollution from motor vehicles

THE UNITED STATES Department of Health, Education and Welfare has announced revised regulations prescribing procedures for the importation of new motor vehicles and new motor vehicle engines (whether or not covered by a certificate of conformity with the provisions of the United States Clean Air Act) beginning with the 1970 model year.

The regulations become effective on November 21, 1969, but consideration will be given to all comments submitted to the National Air Pollution Control Administration before December 22, 1969.

Details of the regulations may be obtained from Export Services Branch, Tariff Section (United States), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 21.11.69.

Federal Seed Act: proposed amendments

THE UNITED STATES Department of Agriculture has under consideration proposals to amend the regulations under the above act by, for example, deleting and adding types of seeds to the lists of seed varieties provided for in the regulations.

A public hearing has been arranged for December 15, 1969. Written amounts received by January 15, 1970 will also be taken into account.

Details of the proposals may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), reference FR 19.11.69.

Monthly Digest of Statistics

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CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Pursuant to the provisions of the Customs Tariff, marine automatic pilots, marine rudder angle indicators and marine steering controls are being transferred from the category of a class or kind not made in Canada to that of a class or kind made in Canada.

(Ruling effective December 22, 1969).

The above information is contained in Canadian Department of National Revenue Memorandum D51-28-1 dated November 19, 1969.

Allied International Designers are celebrating their 10th anniversary. From a partnership of two package designers it has grown in that time to a 65-strong multinational organization with a turnover of around £250,000, offering corporate identity, architectural, and product design services in addition to package design. Offices are at present in Geneva, Stockholm and Brussels, but 1970 will see the opening of an office in Holland and a move will probably be made into the Federal Republic of Germany. Picture shows the AID forward planning committee at the London office. Left to right: Mike Russell, senior designer; Michael Milliken, marketing manager; John Beadle, design director; James Pilditch, chairman; Peter Cree, managing director; Eric Baskerville, international manager. New design contracts include a package design for a creamery in Germany, product design of electronic equipment in Sweden, corporate identity in Holland, and the total design for a chain of laundries in Belgium.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

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MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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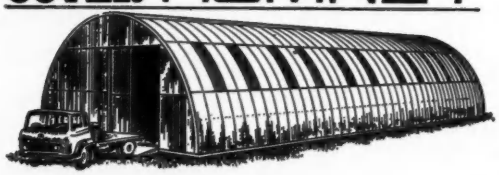

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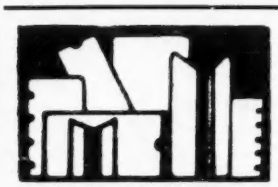

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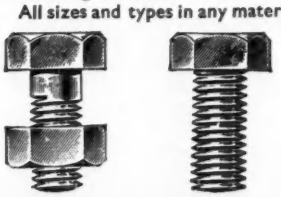

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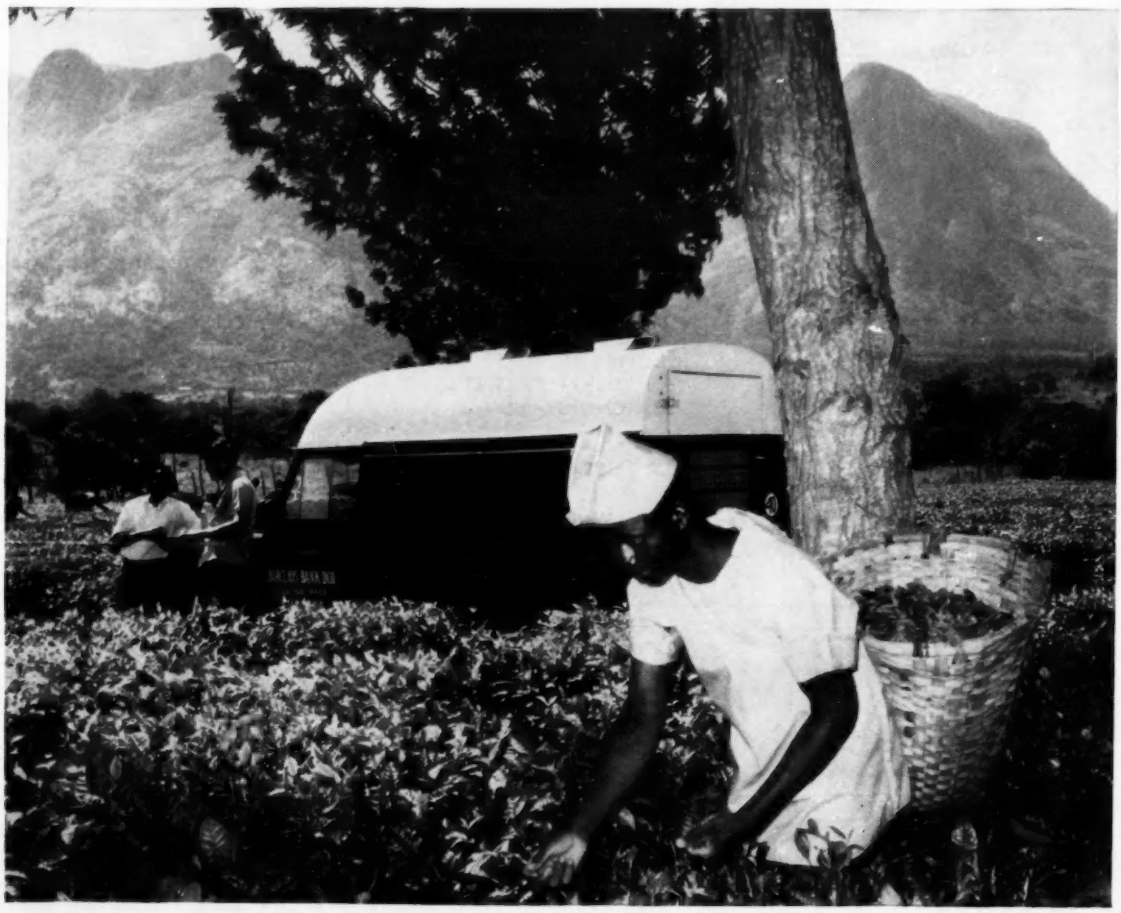

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